Board of Trade Journal

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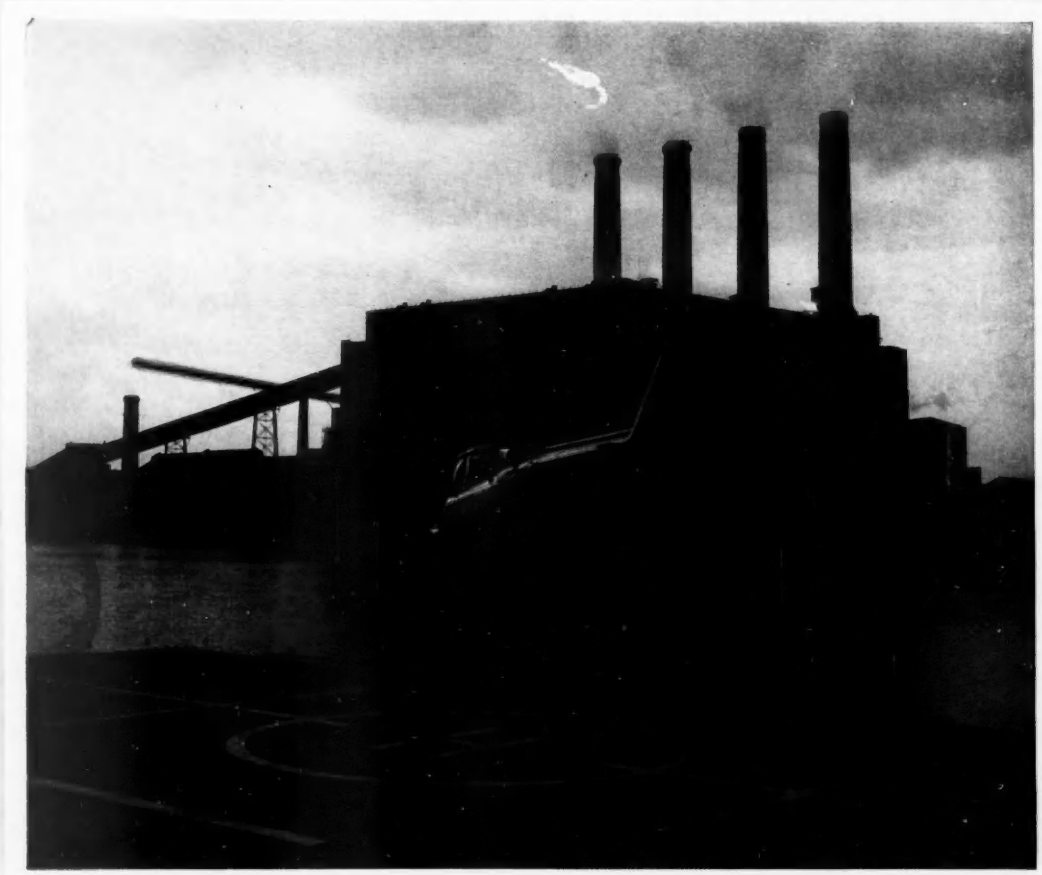

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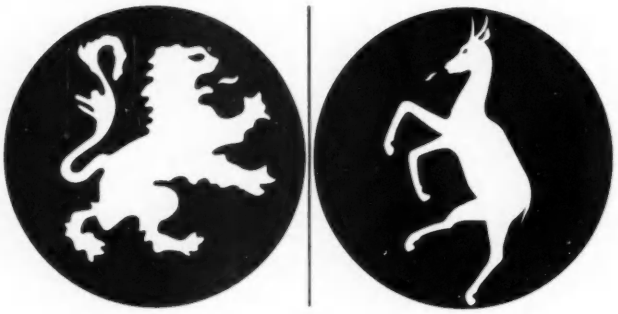

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Front cover photograph

Front cover illustration shows a Westland turbine-powered Whirlwind helicopter taking off from Westland's Central London heliport at Battersea. This is reproduced from the cover photograph used on the Jones-Shipman 'Machine Tools' publication No. 42 issue. This gives details of precision cylindrical and surface grinding machines engaged in the production of parts for Westland helicopters. These grinding machines manufactured by A. A. Jones & Shipman Ltd., Leicester, England, are standard models used extensively in this country and exported to all parts of the world.

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A market in the South Pacific

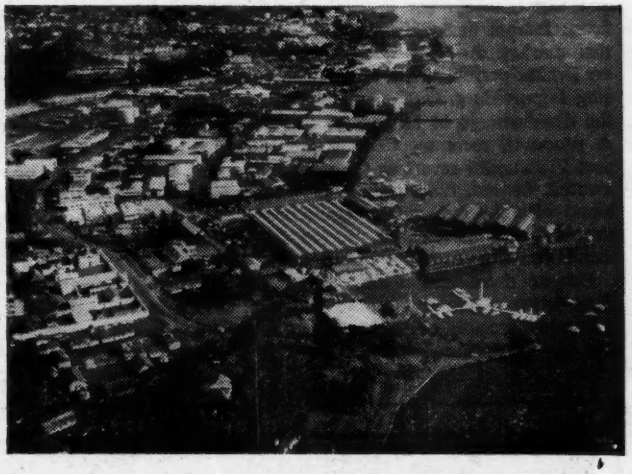
By C. E. Dymond, CBE, Counsellor (Commercial), British High Commission, Auckland

IT WAS AN ENGLISHMAN who did most to turn the unknown into the known by his exploration of the lands lying to the south of the world's greatest ocean. A sense of purpose, Yorkshire tenacity and a high measure of technical ability led Captain James Cook to chart and explore lands half a world and countless weary months away from his native soil.

Today, nearly two hundred years after Cook's epic voyages, there is still both adventure and reward to be had by those from Britain who are prepared to visit these remote sub-tropical islands. But air travel and excellent on-the-spot facilities for travellers are today capable of reducing hardship to a minimum. Nadi Airport in Fiji is a truly international airport which handled over 100,000 passengers in 1966. Most of the air services from Europe which pass through Canada, the United States and Mexico on their way to Australia and New Zealand touch down at Nadi Airport.

Suva, the capital of Fiji which has a good connecting air service with Nadi, is 1,317 air miles from Auckland, 1,960 from Sydney, 5,611 from San Francisco and 11,590 from Britain via New York. It is the centre of government and of commerce not only for the Fiji group of islands (over 100 of which are inhabited and which have a total area of over seven thousand square miles) but is important as a trans-shipment point for goods consigned to other Pacific Islands such as Western Samoa and Tonga. In post-war years Fiji has had a high rate of natural increase and the population grew by over 34 per cent between the years 1957 and 1966. The 1966 Census showed a total population of 477,000 consisting of 202,000 Fijians, 241,000 Indians and 34,000 others (European, part-European, Chinese and other Pacific Islanders). The economy is heavily dependent on the production of cane sugar and in 1966 the value of exports of unrefined sugar (nearly three-quarters of which went to the United Kingdom) was £F10.8 million out of a total of £F16.1 million for all exports. Copra, coconut oil and bananas are also significant export crops but the islands lie in the Pacific hurricane zone and suffer periodic and extensive damage to crops with consequent effects on the level of production. Perhaps of greater significance are the variations in the world price of sugar. Indeed, without the support Fiji derived from the Commonwealth Sugar Agreement her export earnings in 1966, already lower than those for the previous three years, would have fallen catastrophically and the impact on her ability to import would have been correspondingly great.

As it was, imports in 1966 were valued at £F25.3 million, a fall of nearly £F4 million from the 1965 level and showed a downward turn in a steady rate of growth displayed over the years 1962 to 1965. The dangers of over-heavy reliance on a single crop are, of course, fully recognized in Fiji and, though diversification is not easy of achievement, strenuous and effective efforts are being made to encourage the tourist industry which has a considerable potential mainly with Americans and Australians. A number of new hotels have been built and more are in course of erection, but the annual rate of tourist growth is such that heavy stress on the requirements of this sector of the economy will continue to figure in the Fiji development plan. Between 1957 and 1960 the inflow of tourists increased at a rate of about 10 per cent per annum. In 1962 the increase rose to 24 per cent and has continued at a high rate.



An aerial view of the industrial area of Walu Bay, Suva, Fiji.

Apart from expanding hotel capacity by the provision of high quality accommodation both in Suva and along the Coast towards Lautoka, the other main port 153 miles to the north-west of Suva, Fiji plans for a marked improvement in road communication between the two centres and is interested in receiving offers from British civil engineering firms prepared to undertake a major road construction programme and to provide financial help for the project.

An additional inducement for tourists has been the implementation of Government decision to exempt from duty a range of imports considered to be of particular interest to the visitor. These include radios, tape-recorders, watches, photographic equipment, electric razors, portable typewriters and furs. In addition the import duty on jewellery and perfumes has been reduced from 25 per cent to free from Commonwealth sources and from 50 per cent to 25 per cent from other sources. Although much of the value of increased sales of these various items has clearly accrued to Japan, whose exports to Fiji grew from £F1.3 million in 1962 to £F3.6 million in 1966, there is undoubtedly worthwhile opportunity for some British manufacturers in this field.

The great significance of a growing tourist industry to the Fiji economy is demonstrated in the overall trade figures in which a deficit on visible trade has been a marked feature over the past ten years (with the exception of 1963). In 1965 the deficit reached an all-time peak of £F7.8 million. In 1966 the figure dropped to

(*Continued on next page*)

A MARKET IN THE SOUTH PACIFIC, *continued*

£F5.8 million, yet the overseas funds of Fiji's trading banks showed a net surplus of £458,000 at the year end.

Inflow of capital also played a useful part and efforts are being made to establish new industries by means of tax incentives, depreciation allowances and concessional rates of import duty on machinery, plant and 'raw materials'. (*) Given a continuing background of political stability and a strengthening of world sugar prices, Fiji should prove to be an increasily valuable market.

Although the United Kingdom was traditionally the main supplier to Fiji, as she still is the main market for Fiji's products, since 1959 she has progressively lost ground, particularly to Australia. In 1966, of the total value of imports of £F25.2 million Australia secured 28 per cent, the United Kingdom 20.4 per cent, Japan 14.4 per cent, New Zealand 8 per cent and the United States 5.6 per cent. Yet, less than ten years ago the United Kingdom's share was 34 per cent.

Undoubtedly the relative nearness of Australia and the immense post-war development of her industrial potential have been significant factors in enabling her to supplant the United Kingdom in this market. Another factor has also had an important bearing on British performance. This is the use of c.i.f. valuation in assessing import duty. Over a wide range of items this has worked to the disadvantage of long-range suppliers like the United Kingdom. A proposal, recommended by the Fiji Fiscal Review Committee that Fiji should revert to f.o.b. valuation, has still not been implemented. Indeed, the adoption of the Brussels Nomenclature, combined with the over-riding requirement that gross revenue receipts should not be decreased, makes it uncertain when this recommendation will reach the statute book.

Despite these real disadvantages for the British manufacturer, there is no reason to suppose that our market in Fiji need suffer continued erosion or, indeed, that it is not possible to improve our present performance.

Though Britain is so far from this market she has a considerable asset in the shape of regular four-weekly cargo ship sailings from London to Suva and Lautoka and delivery from the United Kingdom should not, in any way, be inferior to that from her competitors. There is, however, a strong demand on the part of Suva merchants, for a clear indication of what freight rates given commodities can be expected to incur. Many complain that whilst they have little or no difficulty on this score with Australia, New Zealand and Japanese suppliers, the British freight tariff appears to be so intricate that accurate c.i.f. estimates cannot usefully be made.

More telling is the criticism that whilst Australian firms, in particular, have their representatives make frequent visits to Fiji, representatives of British firms are notable by their absence. The larger importers rely entirely on their buying offices in London and admit that many worthwhile British products must escape their notice. Yet there are many products for which the United Kingdom is still considered to be the best source of supply. Hand-tools, sanitary earthenware, hardware, domestic earthenware, electrical machinery, tractors, confectionery, pharmaceutical products, cotton yarn and thread, stationery, office machines, metal office furniture, electric light bulbs, footwear, surgical etc. instruments, scientific instruments – it is with these products, most noticeably, that British suppliers continue to dominate the market. In other directions our once strong position is being undermined. Both the motor car and the commercial vehicle market is under attack from Japanese producers, who have also made inroads into the tyre market. Those of our competitors who have appreciated the need to fit 6-ply tyres as initial equipment because of the abrasive nature of Fijian roads, are now scoring at our expense.

Government is, inevitably, a large-scale buyer in Fiji (over £F2 million in 1966) and asks that British factory representatives (not simply sales representatives) should call when in the South Pacific area. More particularly there is a plea for the major British suppliers of vehicles and machinery to ensure that sufficient spares are held available in the market. A non-available part can cause a major upset when it has to be obtained from 12,000 miles away.

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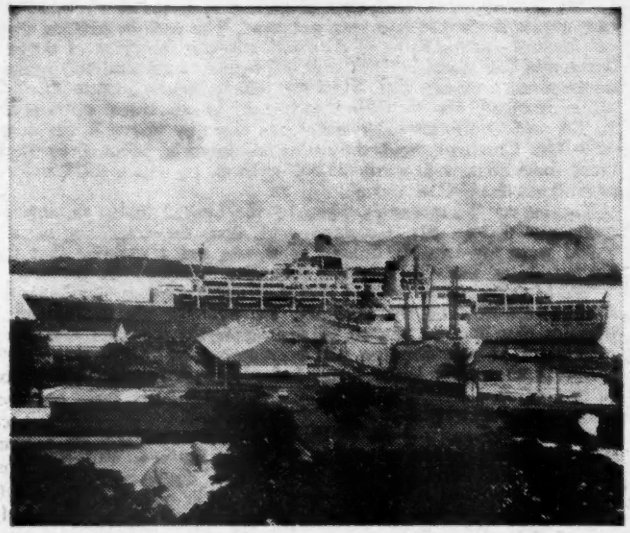

Passenger and cargo ships at Lautoka Wharf, Fiji.

A final and understandable request is that, when appointing concessionaires in Fiji, British manufacturers should insist on one or more employees of their designated distributor being sent to the United Kingdom for factory training. In general, servicing facilities in Fiji are poor because of lack of basic knowledge of the product being sold.

Whilst most importers consider the standards of invoicing by British firms to be superior to those of their competitors frequent mention is made of the frustration stemming from late or defective invoicing. To have goods held at the docks after travelling half round the world simply because documents from the suppliers were not available is a not uncommon occurrence. The Fiji Customs authorities insist on invoice entries being precise and full and will, for example, reject facsimile signatures on documents. The result for the importer can be the loss of duty preference and, where his decision to buy from Britain has been a marginal one, he may well decide against a repeat order.

Another general request from importers was that suppliers should not aggregate orders and send larger consignments at less frequent intervals. A good shipping service makes this unnecessary and, in any event, it renders stock-control difficult for the purchaser. Equal stress was laid on the importance of manufacturers acknowledging orders and indicating the delivery period. In too many instances the buyer had no warning that he was to expect an extended delivery time.

Mention was made earlier of the importance of the entrepot trade of Fiji. Lying to the east and within 700 miles of Suva are Western Samoa and Tonga, the former with a population of 134,000 and the latter of 76,000. In 1966 total Western Samoan imports were valued at £S2.86 million of which foodstuffs accounted for nearly one-third. The United Kingdom share was roughly 10 per cent, well behind that of New Zealand and Australia but in line with Japan and the United States. Because of its heavy dependence on a narrow range of agricultural produce Western Samoa seems unlikely, in the forseeable future, to provide a large market for imported goods and, indeed, is currently experiencing something of a depression as a consequence of hurricane damage in 1965. Nonetheless it almost certainly deserves more attention than it is at present getting from British firms. Its air and sea communications with Suva are good and a number of the larger trading houses in Fiji have branches in Apia, the capital of Western Samoa. Further, there is recognition that certain British lines are still the best 'buys'. Kerosene cookers, hand tools (though here competition from Western Germany is increasing), lawnmowers, wood stoves, poultry wire, aluminium and cast iron kitchenware, sheet glass and ships chandlery fall in this category. Corrugated galvanized iron, once largely imported from the United Kingdom, now comes mainly from Australia. The Japanese product, though extremely cheap, is considered to be of too low a quality. Canned fish and meat are both popular in Western Samoa but supplies of the former are now drawn almost exclusively from South Africa (£S95,000 in 1966). There ought still, however, to be a market for British-made corned beef which should be cereal-free and fatty to suit Samoan taste. In 1966 the total imports of canned meat, drawn mostly from New Zealand, were valued at £S224,000.

The Tongan market is, understandably, smaller than that of Western Samoa (£T1.7 million in 1965 of which the United Kingdom supplied £T244,000 direct and possibly as much again through Fiji) but the market pattern is very similar and, again, the main trading houses in Fiji have branches in Nuku'alofa, the capital. The tourist industry in both countries is developing in a promising way and should make increasingly useful contributions to their foreign-exchange position.

In short, the South Pacific area offers to British exporters a small but useful market, centred on Fiji – one in which the United Kingdom share should and could be increased from the present figure of just over £5 million. The British Trade Correspondent in Suva will gladly give help and advice to those seeking more detailed information and can be of material assistance to representatives of British firms who take the ideal course making an on-the-spot assessment of market prospects.

Note:

The trade figures quoted are in terms of the exchange values ruling before devaluation, these were:

£F111	=	£100 Sterling
£1 Samoan	=	£1 Sterling
£ Tongan	=	16s. Sterling

The present rates of exchange are:

£F104.5	=	£100 Sterling
W. Samoan $1.714	=	£1 Sterling
Tongan Pa'anga 2.143	=	£1 Sterling

(*) *Some secondary industries already established in Fiji*

Soap	Biscuits
Butter	Cement
Paint	Cigarettes
Beer	Clothing
Matches	Pre-cast concrete products
Nails	Fencing wire
Beach Sandals	Fibre glass boats
Tubular furniture	

Export opportunities in Fiji

BELOW IS A list of current export opportunities in Fiji reprinted from the *Export Service Bulletin:*

Reference No.	Commodity		Bulletin No.
ESB.43007/67	Cutlery; oils; laundry blue; padlocks; pressure oil stoves; steel pipes	Export opportunity	251/67
ESB.38918/67	Laundry blue; umbrellas	Agency	250/67
ESB.40047/67	Vices	Export opportunity	241/67
ESB.38918/67	Slide fasteners; stationers' sundries	Agency	238/67
ESB.38918/67	Cosmetics; holloware; kitchenware; linoleum	Agency	223/67
ESB.38228/67	Suitings	Agency	208/67

LETTERS TO THE EDITOR

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Export expansion — Mr Crosland at American Chamber of Commerce

COMMENTING ON export prices following devaluation, Mr. Anthony Crosland, President of the Board of Trade, said that in the last two or three weeks there had been complaints in the American press and elsewhere because the dollar price of British goods in the United States had not fallen by 14.3 per cent, and in some cases had not altered at all. Some of the reasons why there could never be universal price reductions corresponding to the full rate of devaluation were that first, the British exporter was faced with certain higher costs. The export rebate was to be withdrawn on April 1. The selective employment tax premium was to be removed, except for manufacturers in development areas. The cost of imported raw materials had risen where they came from countries which had not devalued with us, and similarly, the cost of advertising and selling overseas had been increased.

Mr. Crosland, who was speaking on January 10 at the lunch of the American Chamber of Commerce in London, said that in addition the manufacturer's price was only a part of the total cost to the consumer. The final price of a product included freight costs, import duty and perhaps other taxes, warehousing charges, and the wholesalers' and retailers' mark-ups. 'So it is highly unlikely that overseas prices could fall by the full 14.3 per cent devaluation difference. Few, if any, exporters will be able to enjoy the full amount of the change in the rate.'

'Equally, however,' continued Mr. Crosland, 'there can be only a small number of exporters who will not have some increased margin over their pre-devalution position. Exporting has thus become a considerably more profitable business than it was before. How individual manufacturers use this margin is, of course, a matter for their commercial judgment, though the national interest is also involved. As they study their markets carefully, they will have a variety of choices open to them, depending on which point in their total sales effort seems to need strengthening most, starting at new product development, ending at the price to the ultimate buyer, and in between these two taking into account many other marketing factors, such as the commission paid to agents, the general improvements of their marketing teams, and so on.'

Where an increased volume of sales offered the best chance of increasing his foreign exchange earnings, the exporter might improve his competitive position by substantially reducing the local price of his goods. Many of them had already done so. (He must, of course, first satisfy himself that he had the production capacity to cope with increasing demand without running into difficulties.) But he would also be aware that in the more sophisticated export markets such factors as advertising, packaging, product design, immediate availability from stock and efficient after-sales servicing were often more important factors than the price advantage. In those markets he might use part or all of his devaluation margin to spend more in those directions. In choosing the best combination of price reductions, increased sales promotion and so on, he would be guided by normal commercial practice, which did not always mean passing on the whole of the increased margins in lower prices.

'But I know exporters will remember that the national interest requires that policy which will maximize foreign exchange receipts; and perhaps this points to a rather greater emphasis than is given in some recent discussion on going for lower prices.'

All sorts of combinations and permutations were possible and legitimate, said the President. What was common to all of them was the greater flexibility in price and marketing policies which had now become possible. 'I am sure this will lead to a large increase in British export earnings, just as I am sure that we shall also gain from import-substitution. We shall not see the full beneficial effects quickly. Indeed we could see a perverse effect for a short period, because of the four variables in the equation – export prices, export volume, import prices, import volume – it is higher import prices which take effect most quickly. So the benefits of devaluation will not show up immediately in the monthly trade figures. But by the second half of this year, and increasingly into 1969, we shall see the full beneficial effect; and I am certain that we shall see British exporters leading the way to a substantial expansion of the British economy.'

Earlier, Mr. Crosland had described the signing last year of the multilateral Agreements negotiated in the Kennedy Round, the sixth in the series of GATT Conferences, as 'a breakthrough in world trade'. As a result of this, an average cut in tariffs of about 35 per cent across the board had been achieved. The nations making these concessions – in the form of duty reductions or bindings of duties – accounted for about 75 per cent of world trade, and the mutual concessions covered approximately $40 billion of trade. 'Britain alone reduced her tariffs on industrial goods from outside the EFTA and Commonwealth preference areas by about 38 per cent', said Mr. Crosland, 'and the value of imports affected by these tariff reductions was nearly £1,000 million, of which £325 million came from the United States'.

Turning to the measures taken by the United States to curb its payments deficit, Mr. Crosland said that the countries of the world were inextricably linked, so it was not a surprise that the United States had also found it necessary to adopt this course.

'We in this country are not afraid of the American Challenge (le Défi Americain); on the contrary, we welcome the technological stimulus that it gives, and so we appreciate the fact that American investment in this country will continue, even if for a year or two at a somewhat lower level. Indeed, we want this country to be further consolidated as an industrial base for supplying Europe, whose integration must inevitably be achieved.

'We shall be sorry if we see fewer American visitors for a year or two, though we hope that apart from business visitors, there may still be some who choose to take their holidays in a country where the language is the same and the dollar now goes considerably further. If they cannot come here, they may still enjoy holidays without restraint in such pleasant places as Jamaica, the Bahamas and Bermuda.

'We fully understand the aim of President Johnson's measures,' continued Mr. Crosland. 'We greatly welcome his action in consulting America's principal trading partners, and his wish to proceed within the spirit and the letter of the recent resolution of the OECD Ministerial Council and the principle of GATT. We are, it is true, disturbed at the suggestion that the United States might introduce some form of export rebate and connected import tax, just at the moment when we have given the IMF an undertaking that we will abolish our own export rebate. We should, of course, be bound to consider what our reaction would be if this were to occur.'

Mr. Crosland concluded by saying that whether we were surplus or deficit countries, we should all of us act to preserve what was the greatest gain of the postwar period, the large and continuous expansion of world trade, employment and production. 'This is the most dramatic single contrast with the inter-war period, and from it has come an immeasurable gain in human welfare to all countries rich and poor. To preserve this gain, we must all of us resist the temptations of protectionism and of any short-term measures which provoke retaliation and a downward spiral. We must, instead, cling fast to the twin principles of trade expansion and co-operation. On this essential aim, our two governments are totally united.'

Lord Brown to visit Scotland

LORD BROWN, Minister of State, Board of Trade, is visiting Scotland today (January 19) to call on two firms actively engaged in the export drive. He flew to Scotland on January 18. This morning he will visit Thomas Black and Sons (Greenock) Ltd., Port Glasgow Industrial Estate, tent manufacturers and R. & W. Watson Ltd., Linwood, paper manufacturers, and later attend a luncheon as guest of the Glasgow Chamber of Commerce.

'FORUM'

'Forum' is the magazine of the GATT International Trade Centre, Geneva. Published quarterly, with intermediate trade supplements, it spotlights some of the problems faced by developing countries as they try to increase their export earnings. Prospects for increasing their trade with developed countries and some of the facilities which the latter have made available, e.g. training in export promotion, are also written up. 'Forum' appears in English, French and Spanish and reaches 18.000 individuals and organizations throughout the world, free of charge.

Requests for copies should be addressed direct to the GATT International Trade Centre, Villa le Bocage, Palais des Nations, 1211 Geneva 10. General inquiries about the work of the Centre may be addressed to its Director Mr. H. L. Jacobson, at the same address, or to the United Kingdom Liaison Officer for the Centre, Mr. G. Wilcock, at the Board of Trade, Room 461, 1 Victoria Street, London, S.W. 1 (Tel. 01-222 7877, Ext. 2438).

Prime Minister and reductions in public expenditure

THE TEXT of the statement made in the House of Commons by Mr. Harold Wilson, the Prime Minister, on January 16 on reductions in public expenditure has been published as a White Paper *Public Expenditure in* 1968-69 *and* 1969-70 (Cmnd. 3515), HMSO, 1s. 9d. net. Below are extracts of particular interest to industry.

Payment of investment grants

On investment grants the Prime Minister said: 'Where in the current year the Board of Trade have paid grants on five quarters of investment in order to shorten the period between the incurring of expenditure and the payment of grant, the Government consider that any further shortening of this period must wait for the time being. It therefore intends that in 1968/69 grants will be paid in respect of four quarters' past investment, so that the average time between investment and payment will remain at the 12 months which it has already reached. This compares with the interval of about 18 months between the incurring of expenditure and the receipt of investment allowances. It will reduce payments in 1968/69 by £80 million below what they would have been had there been a further acceleration. Decisions about 1969/70 will be taken in the light of circumstances nearer the time.'

Note:

Payments will therefore be made during 1968/69 on expenditure incurred in the last three quarters of 1967 and the first quarter of 1968 and also, of course, on late claims from earlier quarters.

In December 1966 the President of the Board of Trade announced a temporary increase in the rates of investment grant on expenditure incurred during the calendar years 1967 and 1968. The Government hope that firms will take maximum advantage of this temporary increase in order to go ahead with schemes of expansion and modernization before the end of 1968 when the period of temporary increase expires.

Development areas priority

Under the heading of industry, the Prime Minister stated: 'The Government will continue to give special priority to the regeneration of the development areas and will continue its programmes of financial assistance. It will direct this assistance towards activity which will contribute most to the economic strength of the area and to the Government's general objectives.

Ministry of Technology industrial programme

The Prime Minister also said: 'In the Ministry of Technology's industrial programme there will be a careful selection of priorities. The re-organization of the shipbuilding industry will continue, the work of the National Research Development Corporation will be fully maintained, and programmes will go ahead for other industries including computers, electronics and machine tools.'

BoT discussions with pottery and glassware industries on devaluation

ON January 2 an official of the Board of Trade visited Stoke on Trent to discuss with the pottery industry the effects of devaluation with particular reference to prices and export prospects.

A Board of Trade official also visited Stourbridge on January 4 and 5 to meet firms producing crystal glassware for discussions on the effects of devaluation on the glassware industry with special reference to costs and export prospects; and on January 11 a BoT official met representatives of the glass container industry and discussed with them the effects of devaluation with special reference to export prospects.

'BACK BRITAIN' CAMPAIGN GROWS

Last week Mr. Harold Wilson, the Prime Minister, visited Mather & Platt Limited, Manchester, and made a comprehensive tour of the works, which coincided with the launching of their 'We're Backing Britain' campaign. The Prime Minister was impressed at the amount of export materials he saw in the despatch bays and in the course of production and with the efficient way in which the company are setting about their production drive.

The 'Back Britain' campaign is now being widely taken up by industrial firms, newspapers and other organizations. (Last week's Journal *gave the Prime Minister's 10-point plan for expanding the campaign).*

Statement on food prices

MR. FREDERICK PEART, Minister of Agriculture, Fisheries and Food, issued the following statement on food prices on January 11.

'I have been very encouraged to see that a number of food traders have undertaken to maintain or reduce the prices of many of the products they sell.

'The publicity that has been given to this helps to put food price changes in perspective. Some food prices must inevitably rise as a result of devaluation; some may have to rise for other reasons. But it would be quite wrong to gain the impression that all food prices are going up. Firms like Sainsburys, Express Dairy Company, Woolworths and Fine Fare, and buying groups like those covering the Spar and Vivo grocers, who have undertaken to hold or reduce ranges of food prices, are setting an example which I hope others will follow.

'Increases in food prices naturally receive much publicity. This sometimes creates a misleading impression of the scale of price increases. Moreover, the normal trade custom of counting price changes is sometimes imperfectly understood. For instance, when people see headlines like "Hundreds of food prices up", they may not realize that (to take a recent example) no less than 118 of these price increases related to various sizes and varieties of continental cheeses imported by two firms.

'My ministry has for some time been receiving information which gives a truer picture of what is happening. We receive, fortnightly, details of the prices at which 100 of the most popular branded foods are being sold by a number of chains of supermarkets, multiple grocers and co-operative stores, covering 2,600 shops in all. This information shows that on January 2 (the latest available date) 7 per cent of prices had been increased since devaluation, but 9 per cent had been reduced, and the rest remained unchanged.

'Undoubtedly we must expect food price increases in the comming months. But the action which firms are taking to hold or reduce prices is most encouraging.'

Government Publications

required by customers in London may be obtained quickly from

Her Majesty's Stationery Office, 49 High Holborn, WC1, or 423 Oxford Street, W1

New Second Secretary appointed to BoT

THE PRIME MINISTER, with the agreement of the President of the Board of Trade and the Secretary of State for Defence, has approved the appointment of Mr. A. D. Peck, CB, MBE, at present a Deputy Under-Secretary of State in the Ministry of Defence, to be a Second Secretary in the Board of Trade in succession to Mr. C. M. P. Brown, CB, CMG, whose appointment as Second Permanent Secretary was announced on December 20, 1967.

Note:

Mr. A. D. Peck, who is 53, was educated at Eton and Trinity College, Oxford, where he became a Fellow in 1938. He served during the war in the Army, ending as a major. He joined the Treasury as a Principal in 1946, became an Assistant Secretary in 1950 and an Under-Secretary in 1959. He was promoted to Deputy Under-Secretary of State, Ministry of Defence, in 1963.

'Aid to productivity' scheme launched in Manchester

THE BOARD OF TRADE is launching in Manchester a scheme designed to demonstrate what consultancy services and self-help by firms can do to raise productivity quickly, without spending on new plant and machinery. This scheme, which provides consultancy services at subsidized rates, is the follow-up to an idea put forward at the National Productivity Conference of last June and since worked out in conjunction with management consultants, the National Economic Development Council, the Confederation of British Industry and the Trades Union Congress. At present the scheme is open to Manchester firms only. When results from Manchester are evaluated in the summer of 1968, a decision will be taken as to whether the scheme should be extended to other areas.

Notes:

Manchester firms are invited to apply immediately for details of the scheme to the Board of Trade Regional Controller, Sunley Buildings, Piccadilly Plaza, Manchester, 1. It is proposed to select about 20 firms from those which decide they want to participate. Firms of any size and any industrial sector can apply, though preference will be given to those near the centre of Manchester. Manchester was selected for the initial phase of the scheme because, as a major conurbation, it provides good conditions for a trial run, i.e. a wide variation in types of industry and sizes of firms.

Participating firms will need to contribute £1,000 towards consultants' fees. The Government will pay the rest – providing a subsidy of about one-third.

Firms will be asked to release the key nominee for a four-week group training session with the consultants. This nominee will thereafter act as link with the consultants for a further three months in the period when recommendations are being prepared.

The Board of Trade has appointed the Anne Shaw Organization to act as consultants for the Manchester scheme. Miss Anne Shaw, who is also chairman of the Management Consultants Association, put forward the original suggestion at the National Productivity Conference of June 14, 1967.

Government's policy for technology described in 'New Technology'

MR. ANTHONY WEDGWOOD BENN, the Minister of Technology, outlined the Government's policy for technology in a lecture at the Imperial College of Science and Technology recently. Part of the lecture is reproduced as the leading article in the January issue of *New Technology*, published on January 9.

Also included in this issue is a report on the TUC's conference on 'Technology and the Trade Unions'. Organized by the TUC, the conference was addressed by the Minister and senior officials of Mintech. Among other articles is one by Dr. R. G. Newton, director of research at the British Glass Industry Research Association, on element analysis.

Free copies may be obtained by applying to the Central Office of Information, Hercules House, Westminster Bridge Road, London, S.E.1 (Tel. 01-928 2345, Ext. 414).

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by February 2, 1968.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.35	1-(1-[4, 4-Di-(4-fluorophenyl)butyl]-4-piperidyl)benzimidazolin-2-one	1-(1-[4, 4-bis(p-fluorophenyl)butyl]-4-piperidyl)-2-benzimidazolone	December 31, 1968	13118
	Glycopyrronium bromide	As in previous column	December 31, 1968	13111
Ex 5102	Strip of polypropylene	Polypropylene tape	May 2, 1968	9954

The Capital Allowances (Relevant Grants) Order (No. 2) 1967 (S.I. 1967 No. 1945)

THE ABOVE ORDER was made on December 20, 1967. Under Section 35 of the Finance Act 1966 the Treasury may prescribe certain grants as 'relevant' with the consequence that capital expenditure in respect of which a grant is paid will be disqualified from investment and initial allowances for tax purposes. The relevant grants prescribed in the Order are those made by the Government of Northern Ireland towards the provision of new business assets under the following Acts:

- The Industrial Investment (General Assistance) Act (Northern Ireland) 1966 (excluding grants under Section 5)
- The Industries Development Act (Northern Ireland) 1966
- The Capital Grants to Industry Act (Northern Ireland) 1954 (excluding grants under Section 1(1)(b)).

Where these grants are made, the expenditure on which they are calculated will not receive initial or investment allowances.

Similar provision in respect of investment grants made in Great Britain by the Board of Trade under Part I of the Industrial Development Act 1966, and also of grants towards the cost of acquiring and improving fishing vessels, was made in the Capital Allowances (Relevant Grants) Order 1966, made on December 20, 1966.

The Import Duties (Process) (No.1) Order 1968

THE TREASURY has made the Import Duties (Process) (No. 1) Order, 1968.

This Order, made under Section 8 (5) of the Import Duties Act, 1958, provides that textile fabrics sent abroad in order to be coated with finely divided metal by the application of heat and pressure and by vacuum deposition will be chargeable on their return with customs duty in respect of the increased value attributable to the process only.

The Order came into operation on January 18, 1968, and has been published as Statutory Instruments, 1958, No. 11.

Copies of the Order are obtainable direct from HMSO.

ACTION 68

BNEC conferences aid for medium and smaller importers

SIX 'ACTION 68' conferences organized by the British National Export Council to discuss the export potentialities offered by devaluation were held in London, Birmingham, Manchester, Leeds, Bristol and Glasgow last week. They were attended by executives of a wide range of exporting firms – large, medium and small – and by representatives of the Board of Trade, Overseas Commercial Officers, and commercial export services.

A feature of each conference was the showing of a recent filmed interview with Sir Derek Pritchard, Chairman of BNEC. In the course of the interview Sir Derek emphasized that the conferences were primarily intended to help medium and smaller firms. He said:

'The big exporters are doing a tremendous job anyway. They know more about it than most of us. It is really the medium and smaller ones. There are so many complexities, and at these meetings will be people who will help the smaller exporter to overcome these problems. The British Export Houses, The Overseas Marketing Corporation, The Board of Trade, have very fine export services right now and BNEC itself are all here to serve the exporter – help him get in the game, get out and make money.'

Below are points from the conferences:

LONDON

More than 800 delegates attended a meeting chaired by Lord Watkinson, chairman of Schweppes Limited, and a past chairman of BNEC. 'Our reaction then to the present situation must be as businessmen to put our heads together to do even better in increasing our efficiency at home and our efforts overseas,' said Lord Watkinson. 'In this way we can tug our business and thus our country on to higher ground for our own sake, but even more important, for the sake of the nation as a whole'. The meeting was then thrown open to questions and answers directed at a top table composed of members of British commercial posts abroad, the Board of Trade, the CBI, the clearing banks, the London Chamber of Commerce, the Export Council for Europe and the British Export Houses Association.

BIRMINGHAM

'The best salesman in the world is a punctual delivery date,' said Lord Mancroft deputy chairman of the Cunard Line and chairman of BNEC United States. speaking at Birmingham's Action 68 conference, attended by more than 300 Midlands businessmen. Delegates were offered every available facility from professional and business interests, both in the body of the hall and from the platform. Several offers of help were taken up on the spot.

LEEDS

Mr. Marcus Sieff, joint managing director of Marks and Spencer, chaired a meeting attended by 500 Northern businessmen and said that unless Britain took quick advantage of devaluation by making an extra effort to sell abroad, the country would go backwards. Mr. Peter Adam, chairman of the British Export Houses Association, also on the platform, said he was convinced that the region's small firms could play a much bigger part and advocated some grouping of interests by companies in identical sectors.

MANCHESTER

'We are here on an exercise of self-help to examine how to squeeze the last ounce of advantage out of devaluation', Sir Peter Runge, vice-president of the CBI, told 400 delegates at Manchester's Action 68 conference. 'It is not an advantage that is going to last for ever so there is an urgency to get to grips with the problem' he added. At the meeting Mr. W. G. Edmonds, managing director of the Manchester Ship Canal Company, announced that the port of Manchester is to offer ships sending export to New York a 25 per cent reduction in cargo tolls from the start of February. With the new concession it is hoped to raise exports from Manchester to New York to about 100,000 tons a year.

BRISTOL

Three hundred company representatives from the South West and Wales discussed how to take the most advantage of the opportunities afforded by devaluation. They were told by Mr. Michael Montague, chairman of the Valor Group and of the BNEC Far East Committee: 'Life is going to be made difficult for every single person in this country if exports do not increase'.

GLASGOW

Sir Alexander Glen chaired a meeting (on January 12) of nearly 300 Scottish industrialists. Britain was still a powerful nation, he said and we remained a strong third among the world's exporting nations. A series of five statements on how their companies had reacted to devaluation came from Mr. A. Ross Belch, managing director of Lithgows Ltd., Mr. McLellan, chairman of McLellan Rubber Ltd. and a member of the Scottish Export Committee, Mr. J. G. Wylie, managing director of Matthew Wylie Ltd., Mr. W. A. Mactaggart, chairman and joint managing director of Pringle of Scotland and Mr. J. McGregor, export director of R. and W. Scott Ltd.

Some guide lines for exporters

The following advice was issued to all exporters attending the conferences:

Devaluation gives you the opportunity to adjust your overseas selling prices to be more competitive and thus increase your volume of sales, or to maintain your prices in delivered foreign currency terms so as to increase your profit margin and have more money available for overseas marketing activities.

If devaluation is to succeed it is vital that foreign currency earnings are increased, and the task in front of us all is to increase the sterling value of our exports by one-sixth to maintain the position as before and then increase beyond that. One leading exporter plans to maintain sterling prices but increase his export target by 33⅓ per cent.

If you are selling in sterling (ex factory or f.o.b.) you may have to increase your sterling prices to cover additional costs (see Annex) but your delivered price in foreign currency should be less than before devaluation.

You then have two alternatives:

(1) to increase your sterling price further so that you get the maximum profit and foreign exchange earnings

(2) to maintain your sterling price so that your delivered price is cheaper, consequently more competitive, and should result in an increased volume in sales.

Whatever you do you should explain the reason for your price changes to your agent or overseas buyer.

If you are selling in delivered foreign currency prices (c.i.f.) you can reduce your price by up to 14.3 per cent after taking into account the increased costs as outlined in the Annex and increase the volume of your sales, or maintain your price level and make additional profits which might be used to step up your overseas marketing activities.

Each company must make its own decision on revised price structure and in almost all cases there should be a margin of between 4 per cent and 8 per cent to play with. Your finance division or accountant can give you the best advice on the effect the measures quoted in the Annex will have on your own price structures.

There are sound reasons for quoting in foreign currency c.i.f., the most important of which are:

(1) it is good marketing and many overseas buyers prefer it as they know what your goods will cost delivered to them

(2) you control your own transport and insurance and may be able to effect savings on these vital costs – e.g. containerization. In this way you also increase the invisible earnings of the country.

Your local bank or Chamber of Commerce should be able to put you in touch with good reliable forwarding agents who can advise you on these matters, failing which you should approach

the Institute of Shipping and Forwarding Agents, 16 Park Crescent, London, W.1.

Points for general guidance

In overseas markets where price reductions are not likely to effect the volume of sales it may be advisable to maintain your delivered currency price to the fullest extent offered by devaluation thereby keeping the maximum profit margin and not passing it on to any intermediary.

On the other hand, where price reductions will definitely help to increase volume sales, this should be done provided you are certain you have the necessary spare production capacity and can maintain deliveries.

Other important points which should be borne in mind include, in the field of invisible exports, such matters as licensing and royalty agreements.

The duty reductions which will come into effect as a result of the Kennedy Round negotiations will also increase export opportunities.

Note: 85 per cent of our exports go to countries which have not devalued. Eire Denmark, New Zealand and Spain are amongst the more important markets, where devaluation has occurred. (*A complete list of countries which have devalued was also issued at the conference. See* Board of Trade Journal *January 12, page 113, for list*).

ANNEX

Factors determining revised price structure

Decreasing Factor	Increasing Factor
(a) Devaluation up to 14.3 per cent	(a) Increased cost of imported materials
(b) Increased value of earnings of overseas companies	(b) Abolition of export rebate from April 1, 1968
	(c) Where applicable, loss of selective employment tax
	(d) Increased Corporation Tax
	(e) Increase in Bank Rate
	(f) Increased freight rates
	(g) Higher overseas marketing costs
	(h) Where sterling prices have been raised, increased import duties and local taxes

Exporting to Africa

THE AFRICA COMMITTEE of the British National Export Council (Sir Arthur Smith, chairman) organized recent meetings in Glasgow, Edinburgh, Aberdeen and Dundee to inform businessmen of the opportunities for exporting to Africa.

BNEC/Kompass Register export marketing guide

FOLLOWING DISCUSSIONS between the British National Export Council and Kompass Register Ltd., the Council have decided to co-operate with Kompass Register in publishing an entirely new export marketing guide, 'British Exports '69', which has been designed exclusively for use by overseas buyers. The first edition is planned for publication in the autumn of 1968.

The guide will classify in considerable detail the vast range of products exported from Britain each year. These will be itemized and listed alphabetically for easy reference. The exporting company's name and address will be shown under product headings, and a numerical code will indicate the areas overseas to which they export. Manufacturing companies and members of the Confederation of British Industry will be individually identified. In addition the guide will list the name and address of overseas agents of export companies.

Further information from the publishers: British Exports '69, RAC House, Lansdowne Road, Croydon, Surrey.

Mr. Jeremy Thorpe, MP, leader of the Liberal Party, visiting the £50,000 factory of William Oliver's Ltd., Barnstaple, to discuss export prospects with the directors. He is seen with Mr. L. A. Jennings (centre), the sales director, who is going on a European tour to boost exports, and (right) Mr. D. M. Gillespie, production director.

First appointments to the Overseas Marketing Corporation

THREE SENIOR executive appointments are announced by the Overseas Marketing Corporation set up on November 2 (see *Board of Trade Journal*, November 10, 1967, page 1156).

Mr. E. C. Rollinson has been appointed director of exports, industrial division, Mr. W. Roosen director of exports, consumer goods division, and Mr. C. McMillan director of exports for the USSR and COMECON countries.

The Corporation has now established its offices at 6 Arlington Street, St. James's, London, S.W.1 (Tel. Mayfair 3131).

Birmingham 'short, sharp' visit to Dusseldorf

BIRMINGHAM CHAMBER OF COMMERCE is to send to Düsseldorf from February 18 to 21 the first of a new type of group visits specially designed to help established companies take advantage of any benefits resulting from devaluation.

'Please don't call this a mission' said a Chamber spokesman, 'If anything it's a non mission.' In the main it consists of exporters with established interests, business and contacts in the Düsseldorf area who know exactly what they want to do and who they want to see. It will be a short, sharp visit with no official leader, no frills, no social functions. It sets out to provide a vehicle for those exporters whose prices in Germany are more competitive following devaluation, who have the capacity to take on extra business and deliver quickly and who want to send an experienced executive on a sales drive in Germany with as much help (financial and otherwise) and as little hindrance as possible.

The Chamber believes that this approach means that it is possible to mount this type of visit much more quickly than the full scale business mission which requires months of careful planning and preparatory work—particularly when catering for newcomers to an overseas market. Since most of the participants are self sufficient, it is also possible for firms to join the group up to a comparatively late stage before departure.

Mission to Scandinavia

ON JANUARY 14 the third Leicester & County Chamber of Commerce trade mission to Scandinavia left to visit Helsinki, Stockholm and Oslo.

The mission is composed of manufacturers of woodworking machinery; textile finishing machinery; industrial and surgical adhesive tapes and plasters; ladies', men's and children's knitwear; jersey suits and dresses; foundation garments, lingerie and swimwear; and fancy textured hose.

RESALE PRICES ACT 1964

Ban on resale price maintenance

THE REGISTRAR of Restrictive Trading Agreements has issued the sixth list (reproduced below) of classes of goods in respect of which the Restrictive Practices Court has refused to make an order directing that they shall be exempted goods for the purposes of the Act (i.e. goods exempted from the ban on resale price maintenance). The list is being published in full in the London, Edinburgh and Belfast *Gazettes*.

The purpose of the list is to show that certain classes of goods have, from the dates specified therein, no longer been exempt from the provisions of Section 1 to 4 of the Act notwithstanding the fact that they appeared in (or were included in wider classes appearing in) the Registrar's lists of classes of registered goods. Goods falling in any of these classes therefore ceased, as from the specified dates, to be exempt from the ban on maintenance of minimum resale prices.

The list, although required by the provisions of the Act, is purely informative; the changes in the position of the goods under the Act came into force with the Court's declarations.

The list comprises all classes of goods in respect of which the Court made declarations between August 1 and December 31, 1967.

Notes:

The Resale Prices Act, 1964, provides for a ban on the maintenance of minimum resale prices and of measures to enforce them, but also makes provision for exemption from the ban to be granted by order of the Restrictive Practices Court. Suppliers who wished to continue maintaining minimum resale prices were required to register their goods between August and November 1964, and all goods so registered are regarded as exempt until such time as the Court makes a declaration in respect of them. The Registrar has published eight lists comprising some 500 classes of registered goods; all the classes appearing therein have now been referred to the Court in 157 notices of reference.

Between November 1965 and December 21, 1966, the Court made 54 declarations refusing to make Orders directing that goods shall be exempted for the purposes of the Act; the 137 classes of goods covered by all those declarations were included in the third cumulative list, published on January 13, 1967. Between January 20 and July 25, 1967, a further 54 declarations were made by the Court, and the 172 classes covered thereby were included in the fourth and fifth lists, published on May 19, 1967, and August 10, 1967.

On October 27 and December 15, 1967, 27 more declarations were made by the Court, and the present list shows the 133 classes of goods covered thereby. The total number of classes covered by declarations is now, therefore, 442.

The main categories of goods covered by the classes in this list are: Dental goods (40 classes); toys and games; electric tools and accessories; sound equipment and radio and television accessories; dictating machines and accessories; brooms and brushes; personal brushes (except toothbrushes), combs and related goods; hygienic articles for infants; weighing machines (except bathroom scales); toilet rolls and paper tissues; infant foods; hot water bottles; cement.

In all of the 27 cases referred to in the third paragraph above, the Court's decision was taken because the registered suppliers decided not to contest the proceedings. No further contested cases were heard during 1967 after that relating to chocolate and sugar confectionery.

The classes referred to in the second and third paragraphs above are not in all cases identical with the 500 classes contained in the Registrar's lists of registered goods since some of the latter have been sub-divided (and others amalgamated) for the purposes of Court proceedings. Of the 500 classes, over 300 whole classes and parts of over 50 others are now covered by declarations of non-exemption from the ban on resale price maintenance.

List No. 6 of classes of goods the subject of declarations by the Restrictive Practices Court under Section 5

The Registrar of Restrictive Trading Agreements in pursuance of Sub-section (5) of Section 6 of the Resale Prices Act, 1964, hereby publishes the following list of classes of goods in respect of which the Restrictive Practices Court has refused to make an Order directing that they shall be exempted goods for the purposes of the Act.

In this list 'the Brussels Nomenclature' means the Convention on Nomenclature for the Classification of Goods in Customs Tariffs (Cmnd. 1070).

This list includes all classes of goods in respect of which the Court made declarations between August 1 and December 31, 1967.

Registered goods not exempted from the ban on maintenance of minimum resale prices	Date of Declaration by the Restrictive Practices Court
Prepared foods for infants within headings 04.02, 19.02 and 21.07 of the Brussels Nomenclature	December 15, 1967
Products for use in dentistry, the following: Creosotum; oil of cajuput, B.P.; oil of cassia, B.P.; benzalkonium chloride sterilising solution; iso-propyl-alcohol put up as a cleanser for air turbines; olive oil, inhibited, for use on dental machines; eugenol; oil of cloves, B.P.; silver nitrate electrolyte; electrolytic silver cyanide; copper sulphate electrolyte; gold chloride; soldering fluxes; soldering powders and pastes; all within headings 15.07, 28.38, 28.49, 29.08, 29.24, 33.01, 38.09 or 38.13 of the Brussels Nomenclature	October 27, 1967
Dental wax and other dental impression compounds; dental impression tray forming material, modelling waxes and wax eliminator; plastic or rubber materials used in the manufacture of dentures and dental appliances (including models); coating solutions and surface tension reducers for use therewith; all within headings 15.15, 34.04, 34.07, 38.19, 39.01, 39.02, 39.06, 40.02, 40.05 or 40.06 of the Brussels Nomenclature	October 27, 1967
Portland Cement to British Standard specifications Nos. 12, 146 and 1,370 within heading 25.23 of the Brussels Nomenclature	October 27, 1967
Lubricants and lubricating preparations specially prepared for use on or with toys, model railways, or model construction kits; within headings 27.10 or 34.03 of the Brussels Nomencalture	October 27, 1967
Lubricants and lubricating preparations specially prepared for use on or with dental equipment; hydrocarbon oils and mixtures based thereon, specially prepared for use in dentistry other than as lubricants; all within headings 27.10 or 34.03 of the Brussels Nomenclature	October 27, 1967
Mercury within heading 28.05 of the Brussels Nomenclature	October 27, 1967
Products for use in dentistry ,the following: Silica solvents, being hydrofluoric acid crystals; sodium carbonate sterilising solutions; sodium silicate separating media; cleaning powders; tartar disclosing solutions; all within headings 28.13, 28.42, 28.45, 34.05 or 38.19 of the Brussels Nomenclature	October 27, 1967
Abrasive grain and powder, being artificial corundum or silicon carbide, within headings 28.20 or 28.56 of the Brussels Nomenclature	October 27, 1967
Dental amalgams, dental cements (including model cements) and other dental fillings, within headings 28.49, 28.58, 30.05 or 38.19 of the Brussels Nomenclature	October 27, 1967
Products for use in dentistry, the following: Cotton wool pellets and cotton wool rolls; throat and mouth packs; all within heading 30.04 of the Brussels Nomenclature	October 27, 1967
Varnishes for use in dentistry within heading 32.09 of the Brussels Nomenclature	October 27, 1967
Enamel paints prepared for toys and model construction kits within headings 32.09 or 32.10 of the Brussels Nomenclature	October 27, 1967
Water colour paints within heading 32.10 of the Brussels Nomenclature	October 27, 1967
Dental separating media consisting primarily of soap within heading heading 34.01 of the Brussels Nomenclature	October 27, 1967
Products for use in dentistry, the following: Adhesives; coating solutions; polishes; polishing solutions; separating media; solvents; cleaning pastes; prophylaxis pastes; stain-removers; ceramic firing-testers; all within headings 34.05, 35.05, 35.06, 38.19 or 39.06 of the Brussels Nomenclature	October 27, 1967
Modelling pastes put up for children's amusement within heading 34.07 of the Brussels Nomenclature	October 27, 1967
Plasters and preparations of plaster prepared for use in dentistry; cleaning and sterilizing solutions for dental instruments and appliances; ceramic porcelain for the manufacture of artificial teeth; all within heading 38.19 of the Brussels Nomenclature	October 27, 1967
Strips, sheets and discs of plastic material, rubber, paper, fabric, asbestos or metal, with or without abrasive coatings, prepared for use in dentistry, within headings 39.01, 39.02, 39.03, 40.08, 40.14, 54.05, 68.06, 68.13 or 73.15 of the Brussels Nomenclature	October 27, 1967
Adhesive tapes, other than electrical insulation tape; adhesive symbols in strip or sheet form within headings 39.01, 39.02, 39.03, 48.15, 59.03, 59.08, 59.11 or 60.06 of the Brussels Nomenclature	December 15, 1967

(*Continued on next page*)

Registered goods not exempted from the ban on maintenance of minimum resale prices	Date of Declaration by the Restrictive Practice Court
Leader, timing and splicing tapes and aluminium stop foil for use with magnetic recording tape, within headings 39.02, 39.03 and 76.04 of the Brussels Nomenclature	December 15, 1967
Articles (excluding lighting fittings and shades) of artificial resins and plastic materials, for use in dentistry, within heading 39.07 of the Brussels Nomenclature	October 27, 1967
Articles of plastic, the following:	
Bathroom cabinets with glass mirrors within heading 39.07 of the Brussels Nomenclature	October 27, 1967
Hot water bottles of plastic within heading 39.07 of the Brussels Nomenclature	October 27, 1967
Articles of artificial resins and plastic materials, the following:	
Infants' feeding bottles; measuring cups and teat caps for infant feeding bottles; teethers; teething rings; infants' pants; all within heading 39.07 of the Brussels Nomenclature	October 27, 1967
Articles of artificial resins or plastic materials, being toothbrush holders, denture baths and soap boxes within heading 39.07 of the Brussels Nomenclature	December 15, 1967
Dust covers of plastic for tape recorders, within heading 39.07 of the Brussels Nomenclature	December 15, 1967
Telephone indexes of copper-based alloy or plastic, within headings 39.07 and 74.19 of the Brussels Nomenclature	October 27, 1967
Fabrics of textile fibre or material bonded or laminated with expanded natural or synthetic rubber and/or plastic materials, within headings 40.08, 59.03 and 59.08 of the Brussels Nomenclature	October 27, 1967
Articles of rubber for use in dentistry, the following:	
X-ray aprons; bibs; shoulder capes; face masks; dams; anti-slip stands for mixing vessels; chair mats; grips for X-ray film holders; mercury dispensers; tubing; rebreathing bags; head-rests and head-rest pads; chair-raising-lever-pads; suction discs and suction forms; bowls; mouth covers; nose pieces; lathe troughs; elastic bands; all within headings 40.09, 40.12, 40.13 or 40.14 of the Brussels Nomenclature	October 27, 1967
Articles of rubber the, following:	
Teats; infants' soothers; valves for infant feeders; all within heading 40.12 of the Brussels Nomenclature	October 27, 1967
Hot water bottles of rubber within heading 40.12 of the Brussels Nomenclature	October 27, 1967
Toy boxing gloves of foam rubber within heading 40.13 of the Brussels Nomenclature	October 27, 1967
Suitcases, folding wardrobes, overnight cases and travelling bags made of fabric of textile fibre or material bonded or laminated with expanded natural or synthetic rubber and/or plastic materials, all within headings 40.14 and 42.02 of the Brussels Nomenclature	October 27, 1967
Travelling rugs and pneumatic cushions made of fabric of textile material bonded or laminated with expanded natural or synthetic rubber and/or plastic materials, both within headings 40.14, 59.03, 62.01 and 62.04 of the Brussels Nomenclature	October 27, 1967
Accessories for electric tools or for attachments therefor, the following:	
Rubber backing-pads; rubber sanding-pads; wool bonnets; polishing buffs; sheets, bands, discs, plates and rolls of any material coated with natural or artificial abrasive powder or grain; wobble washers; all within headings 40.14, 59.17, 68.06 or 73.32 of the Brussels Nomenclature	October 27, 1967
Cases for portable dental machines within heading 42.02 of the Brussels Nomenclature	October 27, 1967
Cases for toy typewriters; within heading 42.02 of the Brussels Nomenclature	October 27, 1967
Cases for hair brushes, clothes brushes or combs within heading 42.02 of the Brussels Nomenclature	December 15, 1967
Carrying cases for dictating machines, within heading 42.02 of the Brussels Nomenclature	December 15, 1967
Articles of wood for use in dentistry, being sticks of hickory for gum massage, bench pegs, cabinets not designed to stand on the floor and mercury dispensers, within headings 44.25, 44.27 or 44.28 of the Brussels Nomenclature	October 27, 1967
Wooden handles for brooms or brushes, within heading 44.25 of the Brussels Nomenclature	December 15, 1967
Paper and paperboard and articles thereof, for use in dentistry, the following:	
Pads for use in mixing dental materials; table covers; clinical sheets; bite trays; head-rest pad covers; X-ray film mounts; dental napkins and napkin rolls; denture boxes; all within headings 48.01, 48.03, 48.15, 48.16 or 48.21 of the Brussels Nomenclature	October 27, 1967
Toilet rolls; paper tissues and handkerchiefs, both within headings 48.01, 48.15 and 48.21 of the Brussels Nomenclature	October 27, 1967
Disposable baby-napkins, napkin rolls and napkin liners, within headings 48.01, 48.15, 48.21, 59.01, 59.03 or 62.05 of the Brussels Nomenclature	October 27, 1967
Postal packs of paperboard, for use in connection with commercial dictating machines, within heading 48.16 of the Brussels Nomenclature	December 15, 1967
Cardboard storage-boxes for magnetic recording tape, within heading 48.17 of the Brussels Nomenclature	December 15, 1967
Children's painting and drawing books within heading 49.03 of the Brussels Nomenclature	October 27, 1967
Plain date calendars (other than desk calenders) of paper or paperboard within heading 49.10 of the Brussels Nomenclature	December 15, 1967
Desk calendars of paper or paperboard within heading 49.10 of the Brussels Nomenclature	December 15, 1967
Fine art reproductions printed on paper within heading 49.11 of the Brussels Nomenclature	December 15, 1967
Silk yarn and nylon yarn, put up for dental purposes and known as 'dental floss', within headings 50.04, 50.05, 50.07, 51.01, 51.03, 56.05 or 56.06 of the Brussels Nomenclature	October 27, 1967
Textile articles for use in dentistry, the following:	
Bibs; napkins; shoulder capes; caps for use by patients when undergoing dental treatment; covers for dental furniture, machinery and equipment; straps for restraining patients under anaesthetic; face masks; protective armlets for use by dental practitioners; all within headings 61.11, 62.02, 62.05 or 65.05 of the Brussels Nomenclature	October 27, 1967
Grinding, sharpening, polishing, trueing and cutting wheels, heads, discs and points of natural stone (agglomerated or not), of agglomerated natural or artificial abrasives, or of pottery, with or without cores, shanks, sockets, axles and the like of other materials, but not mounted on frameworks, within heading 68.04 of the Brussels Nomenclature	October 27, 1967
Abrasive materials and tools for use in dentistry, the following:	
Discs, plates and cones of any material coated with natural or artificial abrasive powder or grain; sticks and blocks for cleaning diamond drills; oil stones and hones; all within headings 68.05 or 68.06 of the Brussels Nomenclature	October 27, 1967
Ceramic articles for use in dentistry, the following:	
Trays; mixing vessels; crucibles; pestles and mortars; crown stands; dome furnaces; firing platforms; trays for mixing porcelains; colour guides, all within headings 69.03, 69.09 or 69.14 of the Brussels Nomenclature	October 27, 1967
Pin trays of porcelain; within heading 69.13 of the Brussels Nomenclature	October 27, 1967
Artists' ceramic wares, being palettes, saucers, bowls, cups, basins, tiles and similar articles within heading 69.14 of the Brussels Nomenclature	October 27, 1967
Glass mirrors (excluding rear-view mirrors, hand mirrors, electrically-illuminised shaving mirrors and mirrors designed for use in or with photographic enlargers), unframed, framed or backed within heading 70.09 of the Brussels Nomenclature	October 27, 1967
Hand mirrors within heading 70.09 of the Brussels Nomenclature	December 15, 1967
Glass mirrors designed for use in or with photographic enlargers, within heading 70.09 of the Brussels Nomenclature	December 15, 1967
Eye-baths of glass within heading 70.17 of the Brussels Nomenclature	October 27, 1967
Glassware for use in dentistry, including medicament bottles, within headings 70.10 or 70.17 of the Brussels Nomenclature	October 27, 1967
Glass covers for dental lathes within heading 70.21 of the Brussels Nomenclature	October 27, 1967
Silver, gold, platinum, palladium and alloys thereof, packed for use, or put up in forms for use, in dentistry, within headings 71.05, 71.07 or 71.09 of the Brussels Nomenclature	October 27, 1967
Tubes and tubing, gold-cased, for use in dentistry, within heading 71.08 of the Brussels Nomenclature	October 27, 1967
Wedges of silver for use in dentistry, within heading 71.14 of the Brussels Nomenclature	October 27, 1967
Base metals for use in dentistry, the following:	
Steel wire, gauze and sheet; copper or bronze powder and anodes; nickel silver; nickel anodes, aluminium alloy sheet and gauze; zinc, tin and alloys thereof in ingots and sheets; tin foil; chrome cobalt alloy; sprue wires; welding rods; matrix bands; all within headings 73.12, 73.14, 73.15, 73.27, 74.01, 74.03, 74.04, 74.06, 74.07, 75.02, 75.04, 75.05, 76.02, 76.03, 76.13, 79.01, 79.03, 80.01, 80.03, 80.04, or 81.04 of the Brussels Nomenclature	October 27, 1967
Articles of base metal for use in dentistry, the following:	
Wall cabinets; bracket tables; filters; table waste receivers; ladles; lathe troughs; beakers; bowls, dishes, jars, jugs, measures, pots, trays and similar containers; bunsen burners; gas burners for model annealing; spirit lamps; aluminium bands; X-ray film markers and marking foil; amalgam measures and wells; mercury dispensers; instrument sterilisers and sterilising cassettes; annealing stands; cotton-wool holders and dispensers; atomiser inner-flow tubes; X-ray film holders, hangers, dispensers and mounts; cabinets for standing on tables, desks and the like; suspension brackets for drills; sprue cones; lily-cup dispensers; petroleum jelly dispensers; ear-pieces for use with face masks; all within headings 73.38, 73.40, 74.19, 75.06, 76.16, 78.04, 78.06 or 79.06 of the Brussels Nomenclature	October 27, 1967
Accessory kits for mounting tape recorders in cabinets, within heading 73.40 of the Brussels Nomenclature	December 15, 1967
Desk calendars of copper-based alloy; within heading 74.19 of the Brussels Nomenclature	October 27, 1967
Blades for hand or machine saws (including toothless saw blades) within heading 82.02 of the Brussels Nomenclature	October 27, 1967
Hand tools for use in dentistry, being blow pipes, oil cans, pressure oilers, flask tongs, special tools for adjusting or servicing dental machinery and implements; plaster and investment mixers; all within headings 82.03 or 82.04 of the Brussels Nomenclature	October 27, 1967
Splicing kits for magnetic recording tape, within heading 82.04 of the Brussels Nomenclature	December 15, 1967
Interchangeable tools for hand tools, for machine tools or for power-operated tools (other than pneumatic tools), but not including interchangeable threading and tapping tools, within heading 82.05 of the Brussels Nomenclature	October 27, 1967
Plaster and wax knives for use in dentistry within heading 82.09 of the Brussels Nomenclature	October 27, 1967
Non-mechanical pencil sharpeners within heading 82.13 of the Brussels Nomenclature	October 27, 1967
Welding rods, coated or cored with flux material, for use in dentistry, within heading 83.15 of the Brussels Nomenclature	October 27, 1967
Appliances and apparatus for use in dentistry, the following:	October 27, 1967
Air motors; air compressors; casting machines; furnaces, polymerisers, vulcanisers, autoclaves, drying ovens and sterilisers; all within headings 84.08, 84.11, 84.14, 84.17, 84.43 or 85.11 of the Brussels Nomenclature; parts of the foregoing classified under any heading of the Brussels Nomenclature	October 27, 1967
Accessories for use with portable electric tools, the following:	
Air compressors; connectors, coupling and adaptors therefor; speed reducers and speed changers; adaptors and extensions therefor; all within headings 84.11 ,or 84.63 of the Brussels Nomenclature	October 27, 1967
Weighing machinery (excluding bathroom scales and balances of a sensitivity of five centigrammes or better) including weight operated counting and checking machines; weighing machine weights of all kinds; all within heading 84.20 of the Brussels Nomenclature	October 27, 1967
Appliances and apparatus for use in dentistry, the following:	
Sand blasters and parts thereof; gas-operated blow-pipes; moulds for artificial teeth and crowns; water dispensers; electro-formers, being electric plating devices for forming models; electric soldering machines and spot welders; electrolytic polishers; pyrometers; all within headings 84.21, 84.50, 84.60, 85.11, 85.22, 90.24 or 90.28 of the Brussels Nomenclature	October 27, 1967
Portable electric spray guns; spraying attachments for portable electric tools; lance assemblies and extensions, container assemblies, nozzles, pressure gauges and control valves for the foregoing; all within headings 84.21, 84.61 or 90.24 of the Brussels Nomenclature	October 27, 1967
Grass-cutting or hedge-trimming attachments for tools for working in the hand with self-contained electric motor within headings 84.25 or 84.28 of the Brussels Nomenclature	October 27, 1967
Hand-operated wringing machines within heading 84.40 of the Brussels Nomenclature	October 27, 1967
Lathes for use in dental laboratories and workshops; parts and accessories therefor; all within headings 84.47 or 84.48 of the Brussels Nomenclature	October 27, 1967
Accessories for tools for working in the hand, with self-contained electric motor, the following:	
Lathe attachments; attachments for sanding, jointing, polishing (including floor polishing) or screw-driving; dust extractors; all within headings 84.47, 84.48, 84.59, 84.63, 85.05 or 85.06 of the Brussels Nomenclature	October 27, 1967
Attachments, tables, stands and other accessories for the adaption or operation as bench or table tools of tools for working in the hand with self-contained electric motor, designed for drilling, planing, routing,	

Registered goods not exempted from the ban on maintenance of minimum resale prices	Date of Declatraion by the Restrictive Practices Court
screw-driving, grinding, sanding, polishing, sawing or hammering, including such tools capable ,with suitable attachments, of performing other operations, all within the heading 84.48 of the Brussels Nomenclature	October 27, 1967
Work and tool holders for machine tools; tool holders for any type of tool or machine tool (except threading and tapping tools) for working in the hand; all within heading 84.48 of the Brussels Nomenclature; parts of chucks and other workholding devices classified under any heading of the Brussels Nomenclature	October 27, 1967
Mechanical pencil sharpeners within heading 84.54 of the Brussels Nomenclature	October 27, 1967
Battery chargers specifically designed for use in connection with office dictating machines, whether or not capable of other uses, within heading 85.01 of the Brussels Nomenclature	December 15, 1967
Electro-magnetic and permanent magnet chucks, clamps, vices and similar workholders designed for machine tools, within heading 85.02 of the Brussels Nomenclature	October 27, 1967
Tools for working in the hand, with self-contained electric motor, designed for drilling, planing routing, screwdriving, grinding, sanding, polishing, sawing or hammering, including such tools capable with suitable attachments of preforming other operations, within heading 85.05 of the Brussels Nomenclature; parts thereof classified under any heading of the Brussels Nomenclature; carrying cases therefor classified under heading 73.23 of the Brussels Nomenclature	October 27, 1967
Tool kits comprising one or more of the tools described in the immediately preceding class, together with accessories and/or attachments therefor with or without the addition of any of the following:	
Hand tools, measuring instruments, squares, tool boxes or chests, instruction books	October 27, 1967
Hedge trimmers with self-contained electric motor within heading 85.05 of the Brussels Nomenclature; parts thereof classified under any heading of the Brussels Nomenclature	October 27, 1967
Portable electric soldering irons; accessories for use therewith; all within heading 85.11 of the Brussels Nomenclature; parts thereof classified under any heading of the Brussels Nomenclature	October 27, 1967
Electrical line telephonic apparatus and parts thereof, the following:	
Battery-operated telephone sets; earphones and headsets for use with radio and television receivers or with sound reproduction apparatus (other than dictating machines) or with cinematograph projectors; telephonic attachments for public address systems; all within heading 85.13 of the Brussels Nomenclature	December 15, 1967
Electrical line telephonic apparatus and parts thereof; the following:	
Office inter-communication systems; earphones and headsets for use with dictating machines; telephonic attachments for dictating machines; all within heading 85.13 of the Brussels Nomenclature	December 15, 1967
Microphones and stands therefor; loudspeakers; audio-frequency electric amplifiers; other than such articles designed for use with dictating machines or office intercommunication equipment and other than telephone amplifiers, multi-point loudspeaking telephones and portable loudhailers and megaphones; component parts for loudspeaker units, being acoustical resistance units, horn units, attenuators and crossover networks; all within heading 85.14 of the Brussels Nomenclature	December 15, 1967
Microphones and stands therefor, loudspeakers and audio-frequency electric amplifiers, designed for use with dictating machines or office intercommunication equipment; telephone amplifiers; all within heading 85.14 of the Brussels Nomenclature	December 15, 1967
Radio and television reception equipment, the following:	
Aerial isolating panels; car radio areials; converter units; domestic television amplifiers; flywheel synchronising units; stands and legs for domestic receivers; terminal units; tuner units; tuner/amplifier units; cabinets for units comprising radio and/or television receivers together with sound reproduction equipment; all within headings 85.15 and 94.03 of the Brussels Nomenclature; panels and brackets for mounting car radio receivers, classified under any heading of the Brussels Nomenclature	December 15, 1967
Electrical goods of the following descriptions when specifically designed as parts of, or accessories to, radio or television receivers, radio-frequency signal amplifiers, sound recording, reproduction or amplification equipment (other than dictating machines, telephone amplifiers and office inter-communication equipment) or microphones, whether or not capable of other uses:	
(a) Apparatus for making and breaking electrical circuits, for the protection of electrical circuits, or for making connections to or in electrical circuits; resistors, fixed or variable (including potentiometers), other than heating resistors; rheostatic, inductance, motor-driven and vibrating-contact automatic voltage regulators; switchboards (other than telephone switchboards) and control panels; parts of the foregoing; all within heading 85.19 of the Brussels Nomenclature	
(b) Insulated (including enamelled or anodised) electric wire and cable (including co-axial cable), fitted with a connector or connectors at one or both ends, within heading 85.23 of the Brussels Nomenclature	
(c) Motors; generators; converters (other than rotary); transformers; rectifiers and rectifying apparatus; inductors; all within heading 85.01 of the Brussels Nomenclature	December 15, 1967
Electrical goods of the following descriptions when specifically designed as parts of, or accessories to, dictating machines, office inter-communication systems or telephone amplifiers, whether or not capable of other uses:	
(a) Apparatus for making and breaking electrical circuits, for the protection of electrical circuits, or for making connections to or in electrical circuits; resistors, fixed or variable (including potentiometers), other than heating resistors; rheostatic, inductance, motor-driven and vibrating-contact automatic voltage regulators; switchboards (other than telephone switchboards) and control panels; parts of the foregoing; all within heading 85.19 of the Brussels Nomenclature.	
(b) Insulated (including enamelled or anodised) electric wire and cable (including co-axial cable), fitted with a connector or connectors at one or both ends, within heading 85.23 of the Brussels Nomenclature	December 15, 1967
Electrical goods of any of the following descriptions when specifically designed as parts of, accessories to, or servicing equipment for, apparatus for use in photography or photographic processing, whether or not capable of other uses:	
(a) Apparatus for making and breaking electrical circuits, for the protection of electrical circuits, or for making connections to or in electrical circuits; resistors, fixed or variable (including potentiometers), other than heating resistors; rheostatic, inductance, motor-driven and vibrating-contact automatic voltage regulators; switchboards (other than telephone switchboards) and control panels; parts of the foregoing; all within heading 85.19 of the Brussels Nomenclature.	
(b) Insulated (including enamelled or anodised) electric wire and cable (including co-axial cable), fitted with a connector or connectors at one or both ends, within heading 85.23 of the Brussels Nomenclature.	
(c) Motors; generators; converters (other than rotary); transformers; rectifiers and rectifying apparatus; inductors; all within heading 85.01 of the Brussels Nomenclature	December 15, 1967
Electrically-operated demagnetizers within heading 85.22 of the Brussels Nomenclature	October 27, 1967
Domestic electric paint strippers within heading 85.22 of the Brussels Nomenclature	October 27, 1967
Audio-frequency reverberation units for use with domestic sound-reproduction apparatus; mixer units for use with tape recorders; both within heading 85.22 of the Brussels Nomenclature	December 15, 1967
Children's cycles with wheels of a diameter (excluding tyres) not exceeding 20 inches within heading 87.10 of the Brussels Nomenclature	October 27, 1967
Dental instruments and apparatus, within heading 90.17 of the Brussels Nomenclature; parts and accessories therefor, including parts classified under any other heading of the Brussels Nomenclature and pressure gauges classified under heading 90.24 of the Brussels Nomenclature	October 27, 1967
Artificial teeth and dental fittings within heading 90.19 of the Brussels Nomenclature	October 27, 1967
X-ray apparatus designed for use in dentistry; generators, tubes, screens, control panels and furniture designed for use therewith; parts and accessories for the foregoing; all within heading 90.20 of Brussels Nomenclature	October 27, 1967
Dynamometer testing-machines and tension-testing balances within heading 90.22 of the Brussels Nomenclature	October 27, 1967
Time switches with clock or watch movement (including secondary movement) or with synchronous motor, specifically designed for use with apparatus for photography or photographic processing, whether or not capable of other uses, within heading 91.06 of the Brussels Nomenclature	December 15, 1967
Dictating machines, within heading 92.11 of the Brussels Nomenclature	December 15, 1967
Recording discs for dictating machines, within heading 92.12 of the Brussels Nomenclature	December 15, 1967
Accessories and parts of gramophones or of other sound reproducers or recorders (except dictating machines), but not including magnetic recording heads for cinematograph projectors, within heading 92.13 of the Brussels Nomenclature; such parts classified under any other heading of the Brussels Nomenclature	December 15, 1967
Accessories and parts of dictating machines, within heading 92.13 of the Brussels Nomenclature and including such parts classified under any other heading of the Brusesls Nomenclature	December 15, 1967
Furniture for use in dental surgeries, laboratories and workshops, and parts thereof, within headings 94.01, 94.02, or 94.03 of the Brussels Nomenclature	October 27, 1967
Base plates for dentures, of wax or natural resins, within heading 95.08 of the Brussels Nomenclature	October 27, 1967
Brushes, being parts of machines used in dentistry, within heading 96.02 of the Brussels Nomenclature	October 27, 1967
Brush attachments for portable electric tools; wire brushes for use on or in conjunction with portable electric tools; all within heading 96.02 of the Brussels Nomenclature	October 27, 1967
Brooms, brushes and mops, including parts thereof, within heading 96.02 of the Brussels Nomenclature but excluding therefrom:	
(a) wire brushes	
(b) brushes of a kind used as parts of machines	
(c) personal brushes, the following: hairbrushes, nailbrushes, shaving brushes, toothbrushes, brushes for use in applying cosmetics, brushes for use in cleaning and stimulating the complexion, denture brushes, skin care bath and shower brushes, clothes brushes and hat brushes	
(d) Mops (including sponge-mops) for floors, walls, ceilings, furniture or motor cars; parts thereof; interchangeable heads for sponge mops	December 15, 1967
Personal brushes, the following:	
Hairbrushes, nailbrushes, shaving brushes, brushes for use in cleaning and stimulating the complexion, denture brushes, skin care bath and shower brushes, clothes brushes and hat brushes within heading 96.02 of the Brussels Nomenclature	December 15, 1967
Sets comprising one or more articles within the immediately preceding class and/or the classes specified within this list relating to combs, hand mirrors and cases for hair brushes, clothes brushes or combs classified respectively under headings 98.12, 70.09 and 42.02 of the Brussels Nomenclature together with nail files classified under heading 82.13 of the Brussels Nomenclature, with or without the addition of other ancillary articles	December 15, 1967
Wheeled toys designed to be ridden by children; dolls' prams and dolls' push chairs; parts and accessories therefor; all within heading 97.01 of the Brussels Nomenclature	October 27, 1967
Dolls (including dolls' clothing) within heading 97.02 of the Brussels Nomenclature	October 27, 1967
Other toys; working models of a kind used for recreational purposes; parts and accessories therefor; all within heading 97.03 of the Brussels Nomenclature	October 27, 1967
Bats, balls and nets for table-tennis; boxed indoor games; dominoes; jigsaw puzzles; playing cards and card games; all within heading 97.04 of the Brussels Nomenclature	October 27, 1967
Children's garden and nursery swings, chutes, see-saws, climbing frames, trampolines, toboggans and slides; roller skates; all within heading 97.06 of the Brussels Nomenclature	October 27, 1967
Pencils (other than stylograph, propelling and sliding pencils) within heading 98.05 of the Brussels Nomenclature	October 27, 1967
Children's blackboards within heading 98.06 of the Brussels Nomenclature	October 27, 1967
Combs (other than those for use with electric dry shavers) within heading 98.12 of the Brussels Nomenclature	December 15, 1967

R. L. SICH
Registrar of Restrictive Trading Agreements.

January 11, 1968.

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Companies Act Accountancy Advisory Committee

THE PRESIDENT of the Board of Trade has reconstituted the Accountancy Advisory Committee which advises the Board of Trade on matters arising from the provisions of the Companies Acts relating to accounts.

The membership of the Committee is now as follows:

Chairman	Mr. R. G. Leach, CBE	Senior partner in Messrs. Peat Marwick Mitchell and Co.
	Mr. S. R. Harding	Finance Director – The Thomas Tilling Group
	Mr. J. L. Kirkpatrick	Partner in Messrs. Thomson McLintock and Co.
	Mr. J. P. Landau	Senior partner in Messrs. Landau Morley and Scott
	Mr. D. S. Morpeth, TD	Partner in Messrs. Touche Ross Bailey and Smart.

The Secretary to the Committee is Mr. L. F. Standen, Insurance and Companies Department, Board of Trade.

Note

The members are appointed in a personal capacity and not as representatives of any particular interest or organization.

Patents endorsed 'Licences of Right'

THE FOLLOWING Patents were endorsed 'Licences of Right' under proceedings under Section 35 of the Patents Act, 1949 on the dates specified:

NUMBER	GRANTEE	SUBJECT-MATTER
	December 19, 1967	
935,913	The Okonite Company	Probe apparatus for testing insulated electric cables.
936,651	The British United Shoe Machinery Company Limited.	Work-feeding apparatus.
964,417	Sterimec	A circular loom.
974,753	The Okonite Company	Improvements relating to suppression in receivers of electro-magnetic waves of any desired frequency.
1,039,464	Potter Instrument Company Inc.	Tape loop gauge.
1,039,465	Potter Instrument Company Inc.	Information processing tape handling apparatus.
1,044,323	Societe Lyonnaise des Applications Catalytiques.	Carbon dioxide detecting safety device for apparatus operating through catalysis of gaseous hydrocarbons.
	December 28, 1967	
1,037,895	Sels Et Produits Chimiques Societe Anonyme	Epoxy resin compositions
	December 29, 1967	
954,213	Chinoin Gyogyszer es Vegyeszeti Termekek Gyara	New therapeutically active sulphonamides and process for their preparation
976,923	Union Siderurgique du Nord de la France	Mine arches
990,645	Barrett, James William	Multivibrator circuit
990,646	Barrett, James William	Multivibrator circuits
1,030,479	Northern Electric Company Ltd.	A detector of pulses exceeding a predetermined length
1,030,878	Northern Electric Company Ltd.	Free running multi vibrator transistor circuit
	January 2, 1968	
908,951	Philco-Ford Corporation	Production of semiconductors and the like
943,002	Philco-Ford Corporation	The manufacture of electrical component mounting panels
969,889	Commissariat a l'Energie Atomique	Fuel element for nuclear reactor
970,735	Commissariat a l'Energie Atomique	Uranium dioxide
971,941	Commissariat a l'Energie Atomique	Spectrometers for pulse analysis
972,384	Philco-Ford Corporation	Methods of and apparatus for electrical testing
972,466	Commissariat a l'Energie Atomique	Tubular fuel element for nuclear reactor
973,050	Commissariat a l'Energie Atomique	Radiation screens
973,466	Commissariat a l'Energie Atomique	Device for detecting the position of a reflecting surface
973,674	Commissariat a l'Energie Atomique	A periodmeter for a nuclear reactor
980,198	Commissariat a l'Energie Atomique	Process for the purification of uranium and particularly irradiated uranium and device for the practical operation of the process

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller.

The Patent Office.

Aviation and Shipping

Stansted airport: consultations on realignment of runways

IT WAS ANNOUNCED on January 15 that Mr. Anthony Greenwood, Minister of Housing and Local Government, has asked local authorities and other interested bodies in Hertfordshire and Essex to let him have within the next three weeks their comments on the proposed realignment of runways at Stansted Airport.

His request is accompanied by 'noise contour' maps showing what levels of noise are likely to be experienced by people living and working in the vicinity of the proposed airport. The maps show the areas likely to be affected by noise both for the original alignment and for the proposed realignment. Estimates suggest that realignment should reduce the number of people seriously affected from 28,600 to 10,500 and the number of buildings from 9,170 to 3,520.

In his letter to authorities Mr. Greenwood says that, as a result of realignment, Bishops Stortford, Harlow, Sawbridgeworth and, to a lesser extent, Thaxted, will no longer be in the areas liable to most disturbances from noise.

The letter explains that the intention had been to lengthen the existing runway and construct a parallel runway about 9,000 feet to the east of it. The revised proposal is to site two new parallel runways, separated by about 7,500 feet, to the east of the existing runway. Their direction would be on a more north-south axis. It is probable that the new eastern runway would be laid first and at least one runway should be constructed by 1974 when the third London airport will be needed.

About 500 acres of land would be needed additionally to carry out the revised scheme but this figure might be reduced when detailed plans have been worked out. If the runways, which will be 12,500 feet long, can be built towards the southern end of their 14,000 foot zones an adjustment of the northern boundary of the airport should be possible.

The Minister says that although the Special Development Order to be laid before Parliament shortly will give permission for the construction of only two runways, one reason for the choice of Stansted is that the land is suitable for the construction of two pairs of parallel runways should they later be needed and approved. The first two runways would form the inner runways of each pair, the additional ones being sited to the east and west outside the boundaries now proposed. These outer runways could not be built without a separate planning application and a further public inquiry. In any event, on present estimates they are unlikely to be needed before the mid-1980s – by which time the whole question of national airport policy will need to have been reviewed.

With four parallel runways in operation the 'noise contours' would be extended (on the most pessimistic assumptions) by about a mile at the sides and up to three miles at the north and south ends. But there is a good hope that during the 1970s noise levels will be substantially reduced (probably up to 50 per cent) by the noise certification scheme which the Government now have under consideration.

Notes sent with the Minister's letter explain that the new alignment is intended to minimize noise disturbance while meeting the requirements of operational efficiency and avoiding excessive land acquisition.

The Wilson Committee on the Problem of Noise adopted, to quantify noise disturbance in the vicinity of Heathrow Airport, a Noise and Number Index (NNI) and it considered that aircraft noise was unreasonably high in those areas where noise exposure was more than 50/60 NNI. With the proposed realignment the main built-up areas near Stansted Airport are all likely to be outside the 40 NNI contours. This contour is not precise since it extends to areas where the accuracy of estimates of noise levels and numbers of aircraft heard, falls off rapidly owing to uncertainties in atmospheric conditions and the location of routes. The NNI calculations are based on a standard 'busy rate' of 64 aircraft movements an hour. This rate will not be reached until the mid-1980s and only then during peak periods when both runways are being used to maximum capacity.

NOTE ON NOISE LEVELS

The Noise and Number Index takes into account the fact that annoyance is caused not only by the Perceived Noise Decibel (PNdB) levels (see below) experienced, but also by the number of aircraft heard. An NNI of 45, for example, would result from 100 aircraft of noisiness 95 PNdB or 82 aircraft of 100 PNdB, or 52 aircraft of 105 PNdB. The Wilson Committee assessed the averaged opinion on the degree of annoyance as being 'very much' at an NNI of about 60; 'moderate' at an NNI of about 44; and 'little' at an NNI of about 31. NNI figures were computed on the basis that the component in the calculation representing the number of aircraft heard was the average number of movements per day in the period 6 a.m. to 6 p.m. GMT during the three peak summer months.

Perceived Noise Decibel is a subjective unit derived from tests of people's judgments of the noisiness of aircraft of different types. When an aircraft flies near an observation point on the ground the noise rises to a maximum and then decreases again. The noisiness for the purpose of a Perceived Noise Decibel figure is described in terms of noise level at the maximum. The scale is a logarithmic one. A figure of 50 PNdB is equivalent to the background noise level in a quiet rural area; 100 PNdB is the noise level inside a London tube train and 110 PNdB is the noise limit applied to jet take-offs from Heathrow by day at monitoring points about four miles from the start of the take-off run. An increase of 10 PNdB is judged on average to be equivalent to a doubling of noisiness.

Note: Contours on the maps show noise levels calculated before and after realignment of the runways. The number of people and dwellings within these noise contours is shown in the accompanying tables.

Stansted Airport: Noise contours

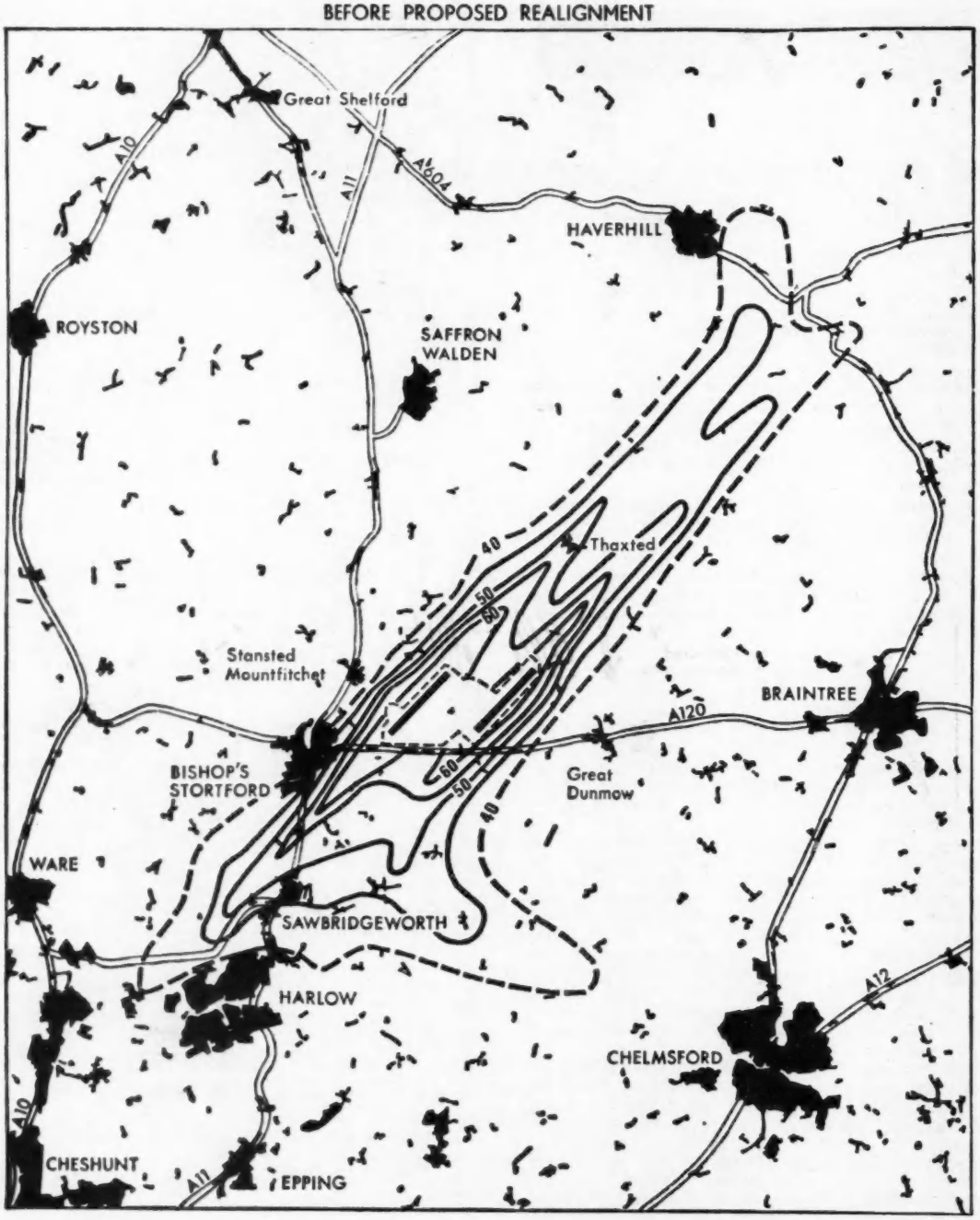
	Persons		Dwellings	
	Stansted I	Stansted II	Stansted I	Stansted II
Within the airport perimeter	500	700	170	240
Within the 55 N.N.I. contour but outside the perimeter	3,900	2,600	1,300	880
Between the 45 and 55 contours	24,200	7,200	7,700	2,400
(Above 45 contours) Totals	28,600	10,500	9,170	3,520
Between the 40 and 45 contours	26,100	8,800	7,900	2,900
(Above 40 contours) Totals	54,700	19,300	17,070	6,420

Number of people outside 40 N.N.I. at Stansted I but now inside at Stansted II (i.e. new people affected by realignment)	Inside 55 N.N.I. contour	10
	Between 55 and 45 N.N.I.	3,070
	Total within 45 N.N.I.	3,080
	Between 40 and 45 N.N.I.	4,120
	Total within 40 N.N.I. contour	7,200
Number of people previously inside 40 N.N.I. contours and above but now outside	Inside 55 N.N.I. contour	800
	Between 55 and 45 N.N.I.	18,100
	Total within 45 N.N.I.	18,900
	Between 45 and 40 N.N.I.	23,700
	Total within 40 N.N.I. contour	42,600
Number of people within 40 N.N.I. contours in both Stansted I and Stansted II		12,100

(Maps on pages 164/5; text continued on page 166)

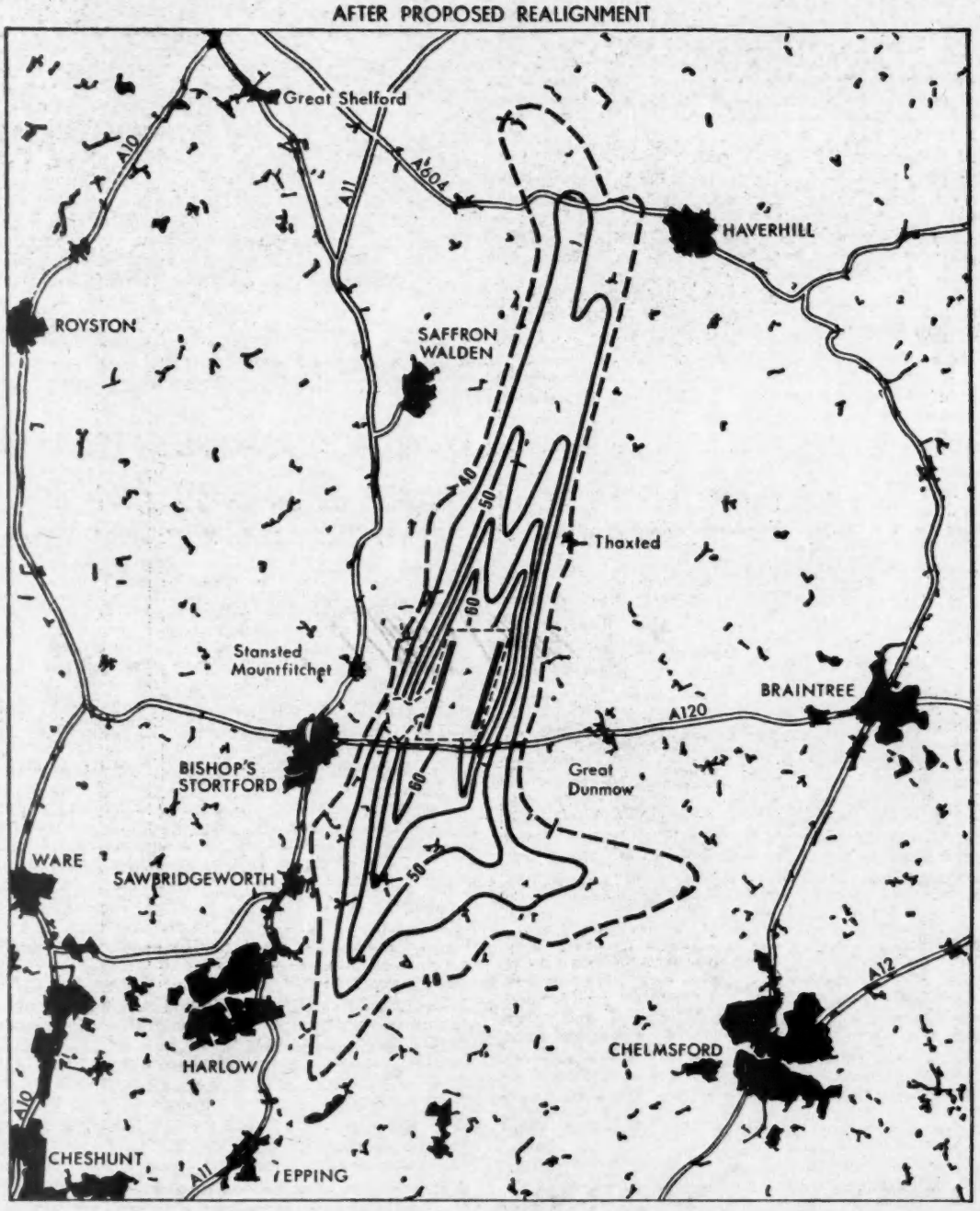
Expected noise exposure around a

BEFORE PROPOSED REALIGNMENT



third London Airport at Stansted

AFTER PROPOSED REALIGNMENT



Approximate airport boundary and runways

Built-up areas, existing and planned

Noise and Number Index lines, calculated for a Standard Busy Rate of 64 aircraft movements an hour —50—

MILES

0 5 10 15

STANSTED, *continued*

The following supplementary notes on Stansted were issued by the Board of Trade on January 15:

It was announced in the House of Commons on November 9 that the Government were considering a possible realignment of the runways at Stansted which would greatly reduce the amount of disturbance from aircraft noise in Bishop's Stortford and elsewhere, and that local authorities and other bodies were shortly to be consulted about this change in the Stanstead proposals.

The proposed realignment

A new alignment has been worked out with the British Airports Authority which seems to be technically feasible, operationally acceptable and likely substantially to reduce noise disturbance in the main towns near the airport. The runways would be on an alignment about 25 degrees in an anti-clockwise direction from the present runway. Noise contours have been drawn for the new alignment and maps, showing the approximate position of the two runways and the noise contours when Stansted is operating to capacity, have now been made public.

Noise

The object of the realignment is to reduce noise disturbance from operations at the new airport. The old alignment involved, to a varying extent, aircraft flying directly over Harlow, Sawbridgeworth and Thaxted. The essential features of the new alignment are that these towns will no longer be in line with the runways, that Harlow and, to a very large extent, Thaxted will be clear of the flight paths and that flights over Sawbridgeworth will be reduced. In addition, under the previous alignment, aircraft would have flown very close to Bishops Stortford, which will now be well clear of the flight paths. At the same time, it does not bring any additional major centres of population within the 40 NNI contour.

In view of the interest in levels of noise disturbance the 40 NNI contour has been included in the maps in an attempt to indicate the lesser levels of disturbance. As the maps emphasize the 40 NNI contour is highly speculative.

Usability

Does realignment entail a lower cross-wind usability for the airport? The answer is that it does, but only to an insignificant extent. The Meteorological Office have supplied figures showing that, if cross-wind components of up to 20 knots are acceptable (this is the usual criterion on which major airports are now planned), the cross-wind usability of both alignments is exactly the same, at 99.7 per cent. If a lower cross-wind acceptability limit is taken the new alignment comes out slightly worse than the original one, but only to the extent of a few decimal points of the percentage of annual occasions.

Runway separation

The BAA now believe that the minimum separation between the twin runways of a major two-runway airport must be 7,500 feet, rather than the 6,000 feet envisaged at the time of the Stansted public inquiry. The prospect of the Boeing 747 and of even larger successor aircraft are now much clearer, and proper allowance must be made for the increases in length and wing span of aircraft it is now reasonable to expect. The requirement of automatic landing systems have also become more demanding. For comparison separation between the centre lines of the inner parallel runway at the proposed new Paris airport is approximately 10,000 feet. This, along with realignment itself, means that rather more land will be required for the development than was previously supposed (about 3,500 acres of land additional to land already owned by the BAA).

Additional runways

The Government propose to authorize the construction of only two runways at Stansted. The site is physically capable of accommodating a four-runway airport (the extra two runways, should they be required, would be sited on the outside of, but closely adjacent to, each of the first pair of runways). Although it is the Government's intention to safeguard the site and approaches for the additional two runways, it is most unlikely that they would be required, if at all, before the 1980's at the earliest, and the BAA will not be able to build them without making a fresh planning application which would have to be considered against the factors then relevant.

Hoverport will help export market

MR. ANTHONY GREENWOOD, Minister of Housing and Local Government, has granted planning permission to Hoverlloyd Limited for the new hoverport at Pegwell Bay, near Ramsgate, but has made his consent conditional on details of the development being submitted to him for approval, on certain limitations to preserve amenity and on the hoverport being available for use by other operators.

In reaching his decision, the Minister has considered views expressed by the Nature Conservancy, National Parks Commission, National Trust, World Wildlife Fund and other bodies who objected to the proposal on the grounds that Pegwell Bay is of high scientific and amenity value. While he accepts the scientific and amenity value of part of this stretch of coast, he believes that the application must also be considered from the point of view of the contribution which such a development can make to the national economy. The SRN4 is the first hovercraft of its kind in the world and, states the letter, 'has the opportunity to catch the export market bringing to this country employment benefits for thousands as well as balance of payments benefits'.

Avoidance of sea pollution by oil

THE BOARD OF TRADE have revised the manual on the Avoidance of Pollution of the Sea by Oil so as to take account of the amendments to the International Convention for the Prevention of Pollution of the Sea by Oil, 1954. The amendmends came into force for British ships and ships of other Convention countries, on May 18, 1967. Copies of the revised manual, price 3s. 9d., can be obtained from HMSO, 49 High Holborn, London, W.C.1, or branches (by post, 4s. 2d., from HMSO, PO Box 569, London, S.E.1).

The Convention's amendments strengthen the law against pollution in a number of ways; the areas of the sea in which ships may not discharge persistent oils have been enlarged; the prohibitions now apply to tankers of 150 tons or more; new ships of 20,000 tons or more may not discharge persistent oils anywhere at sea.

The manual contains a summary of the legal prohibitions and requirements which apply to United Kingdom ships and shore installations. It contains also charts showing the prinicipal prohibited zones of the sea in which persistent oils may not be discharged.

Whatever penalties may be imposed by law, pollution can be prevented only if masters, crew and shore personnel take certain precautions. The manual seeks to help them by setting out methods by which the discharge, spillage or leakage of oil may be avoided.

Notes:

The 1954 Convention has been in force internationally since 1958. Certain of its main provisions have been applied to British ships since 1956 (Oil in Navigable Waters Act, 1955). The discharge of oil into United Kingdom territorial waters has been prohibited since 1922 (Oil in Navigable Waters Act, 1922, C.39).

The Convention is administered by the Inter-Governmental Maritime Consultative Organization (IMCO) in London.

The amendments to the 1954 Convention were adopted at a conference of Contracting Governments in 1962, but did not come into force until May 1967, a year after two thirds of the Contracting Governments had accepted them.

The provisions of the Amended Convention were given legal effect for British ships in May 1967 by Orders and Regulations made under the Oil in Navigable Waters Act, 1955 and 1963.

Thirty-six governments have now accepted the 1954 Convention; all except Italy are bound by the 1962 amendments. Member countries are listed in paragraph 2 of the manual.

The prohibited zones of the amended Convention include all sea areas within 50 miles from land. In certain cases they extend much further. For example, the prohibited areas surrounding the British Isles extend westwards for more than 1,300 nautical miles across the Atlantic and south to Cape Finisterre. The whole of the North Sea and the Channel and most of the Mediterranean are prohibited areas.

The provisions of the Amended Convention apply to tankers of 150 tons gross tonnage or more and to other ships of 500 tons gross tonnage or more. (The 1954 Convention did not apply to tankers of less than 500 tons gross tonnage). Certain limited excep-

tions are provided by SI 1967/711 (Appendix I of the Manual).

The prohibition of the discharge of persistent oils anywhere at sea applies to ships of 20,000 tons gross tonnage or more for which building contracts were placed on or after May 18, 1967.

Persistent oils are crude oil, heavy diesel oil and lubricating oil. These oils are slow to evaporate or disperse when discharged into the sea.

The maximum penalty for the illegal discharge of oil is a fine of £1,000 on summary conviction. There is no limit to the fine which may be imposed if conviction is on indictment.

Report on boiler explosions

BOILER EXPLOSIONS 1966, the Report on the working of the Boiler Explosions Acts, 1882 and 1890, for the year ended December 31, 1966, was published on January 15 and is available from HMSO, 49 High Holborn, London, W.C.1, and branches, price 1s. 9d. or by post from HMSO, PO Box 569, London, S.E.1.

New telephone number for BoT marine office

THE TELEPHONE number of the Board of Trade Mercantile Marine Office/Marine Survey Office at Borough Road, Tatham Street, Sunderland, has been changed to: Sunderland 71871.

British Marine Equipment Council

THE FIRST annual general meeting of the British Marine Equipment Council was held in London on January 5.

Mr. B. N. Preston, who has been chairman of the council since its incorporation in July 1966, was succeeded by Mr. W. L. S. Wallace. Mr. Preston is a director of Stone Manganese Marine Ltd., a member of the Stone-Platt Group, and Mr. Wallace is a director of Brown Brothers & Co. Ltd., of Edinburgh. The new vice-chairman of the council is Mr. J. Beveridge, a director of Hamworthy Engineering Ltd., of Poole, Dorset.

£2 million export ship launched at Sunderland yard

THE 47,000-ton-deadweight bulk carrier 'Argonaut' was launched on January 15 for the Neptune Maritime Co. of Monrovia, Liberia, at the Joseph L. Thompson North Sands shipyard of the Doxford and Sunderland Shipbuilding and Engineering Co. Ltd.

In 1967 Thompson's completed some 220,000 tons deadweight of shipping of which more than 75 per cent valued at £6½ million was for overseas.

United Kingdom/Zambia air talks

DELEGATIONS REPRESENTING Zambia and the United Kingdom met in London from January 9 to 16 to discuss matters arising from the bilateral air services agreement. The Zambian delegation was led by Mr. Z. A. Banda, Parliamentary Secretary to the Ministry of Transport, Power and Communications and the British by Mr. R. E. M. Le Goy of the Board of Trade. Interim arrangements were reached for a proposed Zambian all-cargo service to London. Discussions are to be resumed later in the year, and British airlines are continuing to operate their present services to Zambia.

British Museum Library

PROFESSIONAL organizations and other interested bodies and individuals, in addition to those who will be specifically requested to do so, are invited to submit evidence to the National Libraries Committee which has been set up by the Secretary of State for Education and Science, Mr. Patrick Gordon Walker, with the following terms of reference:

'To examine the functions and organization of the British Museum Library, the National Central Library, the National Lending Library for Science and Technology and the Science Museum Library in providing national library facilities; to consider whether in the interests of efficiency and economy such facilities should be brought into a unified framework; and to make recommendations. The National Reference Library of Science and Invention which comprises the science collection of the British Museum Library and the former Patent Office Library is covered by the terms of reference.'

It is asked that evidence, which should in the first instance be written, be sent to Dr. N. B. W. Thompson, secretary, the National Libraries Committee, Curzon Street House, Curzon Street, London, W.1, if possible not later than April 30, 1968.

Denmark symposium at National College of Agricultural Engineering

A 'DENMARK DAY' symposium was held on January 17 by the National College of Agricultural Engineering, Silsoe, Bedford, in connection with the British Trade Drive in Denmark – April, May and June 1968.

The symposium's programme was based on the market survey carried out in 1967 under the sponsorship of the Agricultural Engineers' Association and BNEC Export Council for Europe. Subjects were selected particularly useful to the middle range of companies in farm machinery manufacture and allied industries. There was also a session devoted to case histories in connection with the Danish market.

BIM courses on modern management

THREE one-week residential courses of study on modern management are to be held at Oxford by the British Institute of Management. The fee for each course will be 65 gns. to members of BIM and representatives of member organizations and 75 gns. to non-members. The courses are from March 31 to April 5, July 21 to 26 and September 8 to 13. Applications should be made to the Conference Department, British Institute of Management, 80 Fetter Lane, London, E.C.4.

IMPORTANT PLANT AND VEHICLE SALE
Watnall, Near Nottingham

WALKER, WALTON & HANSON

will sell by AUCTION on

THURSDAY, 25th JANUARY, 1968

800 LOTS OF

CIVIL ENGINEERING PLANT AND EQUIPMENT, PLANT SPARES, COMMERCIAL VEHICLES, HAND TOOLS, ETC.

including

LOADING SHOVELS AND DIGGERS BY CATERPILLAR, CASE, INTERNATIONAL 'DROTTS', J.C.B., MASSEY FERGUSON AND WEATHERILL, DOZERS BY CATERPILLAR, FOWLER AND INTERNATIONAL, MOBILE CRANES BY COLES AND NEALS, ROAD ROLLERS, SCRAPERS, NORTHROP '5004' TRACTOR, MIXERS, COMPRESSORS BY AIR PUMPS, ATLAS COPCO, BROOMWADE, C.P.T., HOLMAN AND SCRAM, PORTASILOS, GENERATORS, PUMPS, BREAKERS,

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A LARGE QUANTITY OF PLANT SPARES FOR CATERPILLAR, CASE, INTERNATIONAL AND J.C.B. INCLUDING 4 IN 1 BUCKETS, ROLLERS, TRACKS, TRACK CHAINS AND PLATES, BUCKETS, SPROCKETS, NUTS AND BOLTS, HYD. PIPES, WINCH PLATES, C.C.U., DOZER EQUIPMENT, WINCH

and

TEN BEDFORD 'J4' TRACTOR UNITS, LOW LOADER UNITS BY FORD 'D800', MERCEDES BENZ AND SEDDON, A.E.C. DUMPTRUCKS, BOWSER, LOW LOADING, TIPPING AND PLATFORM TRAILERS, TYRES AND WHEELS, 10-TON SHOCK ABSORBERS.

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22 SITE HUTS, NISSEN HUTS

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BUILDING EQUIPMENT, SCAFFOLDING, TARPAULINS, HAND TOOLS, FENCING, OFFICE FURNITURE, ETC.

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For Viewing Dates and Times see Catalogue

CATALOGUES MAY BE OBTAINED FROM THE AUCTIONEERS' OFFICES, WALKER, WALTON & HANSON, DEPT. W2, BYARD LANE, BRIDLESMITH GATE, NOTTINGHAM. NG1 2GL. Telephone: Nottingham 54272 (10 lines).

Government surplus sales by auction

MINISTRY OF DEFENCE

1968	Stores	Location of Sale	Auctioneers
Jan. 23-24 .	Machine tools, industrial equipment and miscellaneous stores including:	Northern Command Ordnance Sub-Depot, Barlow, Nr. Leeds, Yorks.	Bartle & Son (Dept. L), 52 Merrion Street, Leeds 2. (Tel. 20898.)

Lathes; grinding machines; drilling machines; compressors; generating and charging sets; pumping sets; MT assemblies, spares and equipment; lifting equipment; gravity roller conveyors; garage equipment; welding plant; industrial trucks; electric cable; electrical, wireless and signal equipment; pneumatic tools; hand tools and tool kits; fire fighting equipment; petrol engines; paint; wood packing cases and crates; forges; de-greasing plant; testing equipment; binoculars; compasses; projectors; recorders; domestic boilers; sinks; taps; water storage cisterns; conduit; roofing felt; household equipment; textiles including tents; canvas; blankets; carpets; rugs; curtains; mattresses; groundsheets; webbing; kit bags; packs; haversacks; shelters; rope; rags; camp equipment; sheets; suitcases; clothing including vests; drawers; greatcoats; battledress; raincoats; shirts; jerseys; cap comforters; ties, etc.; household and office furniture including chairs; tables; wardrobes; dressing chests; lockers; beds, etc.

Jan. 30 .	Clothing and miscellaneous stores . .	Central Ordnance Depot, Bicester, Oxon. .	Midland Marts Ltd. (Dept. L), Market Square, Bicester. (Tel. 2073.)

Clothing and textiles including men's and women's leather gauntlets; khaki drill; jersey pullovers; berets; caps; socks; brown and black shoes; motor cyclists' boots; leather jerkins; climbing boots; greatcoats; white overalls; shirts; pyjamas; kit bags; respirator haversacks; coir matting; old webbing; cotton and woollen rags; household and office furniture including steel lockers and safes; writing tables; wardrobes; easy, stacking and Windsor chairs; miscellaneous kitchenware; electronic valves and diodes; oscilloscopes; transformers; generators and chargers; electric cable; miscellaneous wireless and MT spares; gravity rollers; sisal and manila rope; wire banding machines; hurricane lamps; galvanized steel water storage tanks; engine assemblies for Dennis large trailer pumps; scrap aircraft tyres; and a large assortment of general stores and equipment.

Feb. 13-16 .	Motor vehicles and heavy duty equipment .	Ordnance Storage and Disposal Depot, Ruddington, Notts.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272.)

Saloon and estate cars; Land Rovers; Austin Champs and spares; coaches; heavy duty trucks and tractors; breakdown vehicles; hydraulic tippers; mobile tankers; trailers; cranes; excavators; and other load-carrying and dual-purpose vehicles; machinery and office trucks; fork lift trucks; vans; motor cycles, etc.; also a 50-ton Manitowac 'Speedcrane'; DUKW amphibious vehicle; Hunslett diesel locomotives; 'SNOGO' rotary snowplough.

Feb. 15 .	General stores, miscellaneous clothing and textiles.	Command Ordnance Sub-Depot, Reed Hall Avenue, Colchester.	Fenn, Wright & Co. (Dept. L), 146 High Street, Colchester. (Tel. 73171.)

Machine tools including Black & Decker, Wolfe and Desouter heavy duty and standard electric drills; bench and pillar drills; SS and SC lathes; portable pneumatic grinders; welding sets; connecting rod re-boring machine; compressors, etc.; office safes batteries; engineers' tools; hydraulic jacks; gravity rollers; miscellaneous MT and wireless spares; LA 2½ in. female inlet/outlet stand pipes; scrap rubber, brass, lead and aluminium; clothing including greatcoats; BD blouses and trousers; combination overalls; socks; shirts; vests; drawers; raincoats; khaki drill jackets, trousers and shorts; textiles including white and coloured blankets; pillows and pillow cases; table cloths; carpets; rugs; tentage; sea kitbags; old rags, etc.

Catalogues of the above sales may be obtained from the relevant auctioneers about 14 days prior to and up to the date of sale, price 1s. 0d. (postal order only).

SALE BY TENDER

MACHINE TOOLS

Single spindle bar automatic; vertical borer; bench, pillar and radial drills; internal and tool grinders; gear grinding, hobbing, shaping and generating machines; centre and relieving lathes; horizontal and universal millers; bending rolls; sawing, slotting, woodworking, welding machines, etc. Located at Command Ordnance Sub-Depot, Aldershot, Hants. and HM Dockyard, Chatham, Kent. Permission to view on presentation of Tender Form only, obtainable from Ministry of Defence, Directorate of Army Sales (Sales 4 b ii (A)), First Avenue House, High Holborn, London, W.C.1. Tenders to be returned by 10 a.m. February 6, 1968.

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Treforest Industrial Estate
Pontypridd, Glam

Northern Ireland
Ministry of Commerce, Northern Ireland
Chichester House
64 Chichester Street
Belfast

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,130	—	16,041	15,386	15,386	9,140	3,492	922	688	586	1,219				
1961	113	114	122	116	112	100	130	130	138	139	121	+335	+224	+46	+29
1962	114	115	127	123	114	100	129	119	134	143	124	+ 87	+ 22	+35	+14
1963	116	119	135	131	119	103	131	104	143	146	130	+221	+113	+44	+55
1964	125	128	145	140	124	106	154	118	171	185	147	+590	+354	+88	+47
1965	129	132	154	149	126	108	160	130	169	189	153	+365	+217	+42	+43
1966	131	133	162	157	128	109	161	134	161	183	163	+200	+129	+ 2	+ 6
1966															
2nd quarter	130	133	160	157	129	110	161	132	163	183	164	+ 50	— 2	—19	+26
3rd quarter	130	134	160	157	127	109	163	135	162	182	166	+ 96	+ 91	+25	—15
4th quarter	132	132	162	158	127	109	162	133	158	186	169	— 23	— 7	— 9	—24
1967															
1st quarter	133	132	166	160	129	109	165	128	162	190	173	+ 48	+ 2	—10	+14
2nd quarter	132	133	166	162	129	109	174	131	176	199	185	+ 39	+ 3	—13	+14
3rd quarter		133				111		123	165				— 17	—18	—20
1967															
May		132				108									
June		133				110									
July		133				110									
August		133				111									
September		132				111									
October		132*				112									
November		134*				113									

	ORDERS		PRICES AND COSTS				LABOUR						
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	BALANCE OF PAYMENTS : current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in
Value in base year, £m.	..	..	—		—	—	—				3,834	3,250	£ million
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	24,072	119	117	+ 5
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	24,208	121	120	+127
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	24,267	130	130	+116
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	24,606	148	136	—302
1965	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	24,837	150	145	—110
1966	153	104	136·9	+3·9	114·5	133·0	168·4	325	255	24,876	158	155	— 59
1967			140·3	+2·5	112·0*	134·3*		515	174		168*	155*	
1966													
2nd quarter	161	127	137·0	+3·8	116·8	133·1	168·1	282	282	24,930	155	146	— 96
3rd quarter	159	109	137·5	+3·7	114·6	133·8	169·8	322	253	24,953	161	157	— 58
4th quarter	153	104	138·6	+3·8	113·0	133·5	169·8	417	206	24,702	147	164	+130
1967													
1st quarter	148	105	139·3	+3·6	112·0	133·6	171·4	458	188	24,453	164	166	+ 21
2nd quarter	148	108	140·5	+2·6	109·8	133·6	172·8	508	168		167	160	—121
3rd quarter	147	100*	139·8	+1·7	110·6	134·7	177·3	555	158		162	157	— 36
4th quarter			141·5	+2·1	115·8*	135·7*		538	182		178*	138*	
1967													
May	148	109	140·3	+2·3	110·0	133·6	173·1	505	168		166	162	
June	148	108	140·9	+2·4	109 6	133 5	173·3	524	162		164	154	
July	147	103*	140·1	+2·3	109·3	134·4	176·7	543	155		157	163	
August	146	101*	139·7	+1·4	110·8	134·7	177·1	559	155		162	155	
September	147	100*	139·6	+1·5	111·6	134·9	178·1	563	165		166	150	
October	146*	104*	140·6	+2·0	111·6	135·4	178·7	541	176		163	125	
November			141·5	+1·9	115·9*	135·7*	179·5	536	181		180	125	
December			142·4	+2·4	120·2*	136·0*		538	190		190*	164*	

*Provisional. †Not seasonally adjusted.

United Kingdom trade in December

EXPORTS SHOWED a substantial increase in December. The total recorded for the month was £445 million, seasonally adjusted. The recovery reflects the ending of the dock strikes at Liverpool; experience of previous strikes suggests that the making good of arrears is likely to be spread over several months. The figure for December is likely to have been still adversely affected by the partial strike at London docks which ended on November 27, a month after the end of the strike at Liverpool. It is unlikely that increases in the sterling price of exports following devaluation had begun to add to the value of exports to any significant degree in the figure recorded for December. It continues to be impossible to make any precise assessment of trends in exports, although the figures show that shipments to both the United States and EEC countries were higher in the fourth quarter despite the delays caused by the strikes.

The value of imports in December, the first full month following devaluation, showed a further appreciable rise. A large part of the increase is likely to be due to the conversion into sterling at the new rate of the value of imports invoiced in foreign currencies. This will have affected imports for the whole month, whereas it affected only a part of the previous month. It will however be difficult to gauge the effect of this factor until more detailed information becomes available. Imports of precious stones during the month were abnormally high. It is also probable that the month's total included further arrears of imports held up by the dock strikes. As with exports, it is not possible at present to make any precise assessment of the underlying position.

Table 1A. United Kingdom trade

Seasonally adjusted values. £ million per month

	Exports f.o.b.	Imports c.i.f. Total	Imports c.i.f. Excluding US military aircraft, etc.	Re-exports f.o.b.	Visible trade balance†
1965	394		479	14	— 22
1966	421		496	16	— 9
1967*	419	537	533	15	— 47*
1965 1st quarter	384		457	13	— 12
2nd quarter	381		484	13	— 41
3rd quarter	399		487	15	— 25
4th quarter	412		489	16	— 11
1966 1st quarter	416		507	16	— 24
2nd quarter	395		495	16	— 34
3rd quarter	426		513	16	— 20
4th quarter	444	470	470	17	+ 41
1967 1st quarter	450	524	523	15	— 8
2nd quarter	434	535	530	15	— 38
3rd quarter	425	516	512	16	— 20
4th quarter*	374	567	562	15	—110*
July	442	502	498	16	+ 8
August	419	519	515	16	— 23
September	406	531	528	16	— 45
October	338	519	515	15	—107*
November	340	575	571 ‡	14	—153*
December*	445	607	601	16	— 70*
July-September	425	516	512	16	— 20
October-December*	374	567	562	15	—110*

† Excluding transactions relating to US military aircraft financed by Exim bank credit (see Notes).
* Provisional estimates.
‡ Revised estimates.

Table 1B

Recorded values. £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1965 1st quarter	374·0	464·9	13·6
2nd quarter	401·7	487·0	14·0
3rd quarter	380·6	476·1	14·0
4th quarter	419·7	489·0	15·0
1966 1st quarter	422·2	514·9	16·9
2nd quarter	399·4	498·0	16·3
3rd quarter	400·9	499·7	14·1
4th quarter	458·2	472·0	17·3
1967 1st quarter	444·8	536·5	15·4
2nd quarter	446·1	540·1	15·7
3rd quarter	395·0	507·8	14·7
4th quarter*	388·6	563·8	15·7
October	337·5	526·1	14·9
November	373·3‡	598·7‡	14·8
December*	450·8	577·2	17·4

* Provisional estimates.
‡ Revised estimates.

United Kingdom Exports by Areas

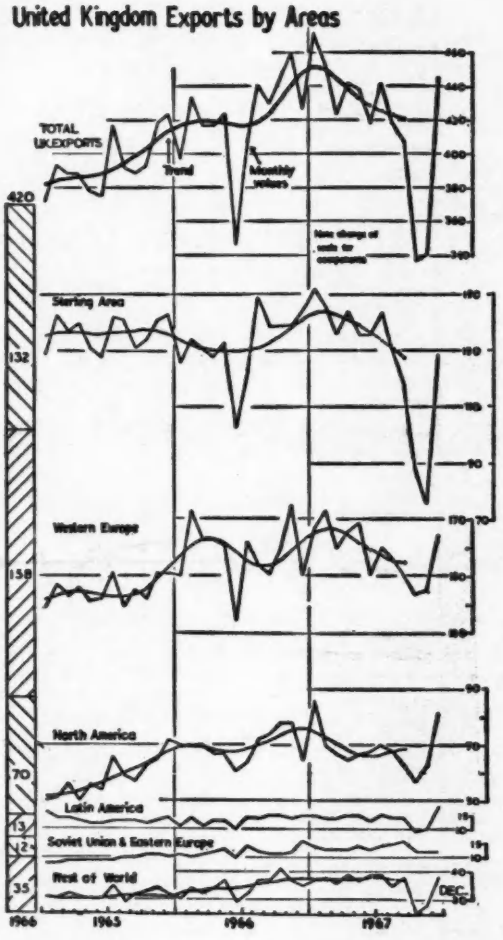


Table 2. United Kingdom exports: areas†

Seasonally adjusted £ million f.o.b. monthly averages or calendar months

	Total	Sterling Area	Western Europe Total	Western Europe EEC	Western Europe EFTA	North America	Latin America	Soviet Union and Eastern Europe	Rest of World
1966 Year	421	132	158	80	62	70	13	12	35
1967 Year*	419	127	159	80	63	69	14	14	36
1967 1st qtr.	450	145	167	82	67	75	14	13	37
2nd qtr.	434	139	162	81	65	66	14	14	38
3rd qtr	425	131	156	78	62	67	14	15	38
4th qtr.*	374	98	151	79	58	67	12	13	30
October	338	88	144	75	56	57	9	14	25
November	340	76	145	75	57	63	10	12	28
Dec.*	445	129	164	87	62	81	18	12	38
3rd qtr.	425	131	156	78	62	67	14	15	38
4th qtr.*	374	98	151	79	58	67	12	13	30

* Provisional estimates.
† Burma is included with the 'rest of the World' and from January, 1966, figures for Rhodesia have been excluded from the sterling area and included with those for the 'Rest of the World'.

Visible Trade Balance

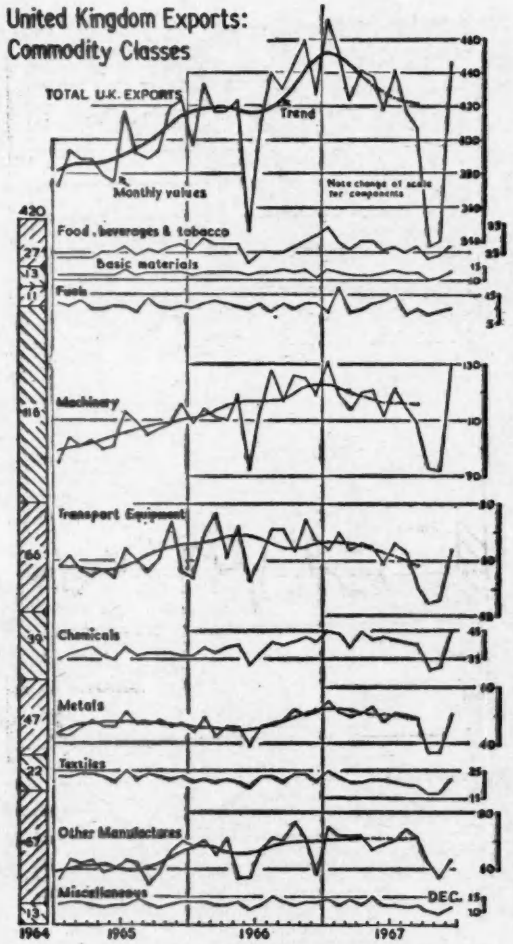
With the recovery of exports, the visible trade deficit in December fell back from the very high levels in October and November to £70 million, seasonally adjusted (excluding United States military aircraft). For last year as a whole, the trade deficit averaged £47 million a month.

Exports

Exports in December were £445 million, seasonally adjusted. This compares with some £340 million in October and November and an average of £426 million in the three months June to August, before the dock strikes began to affect the figures.

Shipments to all the main areas of the world recovered in December. Although recent trends remain obscure, deliveries to the EEC countries and to the United States were higher in the fourth quarter of last year than in the third quarter despite the effects of the strikes.

Over 1967 as a whole, exports averaged £419 million a month. This is slightly less than in 1966; the average for 1967 has of course been considerably affected by the delays to shipments in October and November. The recovery from these delays should show itself further in the figures for the first few months of 1968.



Mr. Alastair H. Macdonald, MP for Chislehurst, Kent, examining electrical measuring and testing equipment, part of a large order for laboratories in China, at the Orpington factory of H. W. Sullivan Limited. Mr. Macdonald was paying a special visit to the plant to congratulate the company on its outsanding export performance. The company, which specializes in the extremely high precision instruments used in government laboratories, research centres, and industrial organizations in many parts of the world, is currently exporting 49 per cent of its total production. With Mr. Macdonald is Dr. E. D. Barlow, chairman of the Cambridge Instrument Company Limited of which H. W. Sullivan Limited is a member. Left to right in the picture are Mr. W. J. Goldfinch, general maanger; Dr. Barlow; Mr. Macdonald; Mr. H. Sellwood, sales manager; and Mr. A. Silcocks, technical director.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

Table 3. United Kingdom exports: commodity classes

Seasonally adjusted £ million f.o.b. monthly averages or calendar months.

	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactures									Miscellaneous
					Total	Machinery and transport equipment				Chemicals	Metals and misc. metal manufactures	Textiles	Other manufactures	
						Total	Machinery	Road motor vehicles	Other transport equipment					
1966 Year	421	27	13	11	357	182	116	48	18	39	47	22	67	13
1967 Year*	419	28	13	11	356	176	115	44	17	41	49	21	69	12
1967 1st quarter	450	30	13	12	381	190	121	51	16	43	52	23	73	14
2nd quarter	434	28	13	12	366	181	119	47	17	44	51	22	69	13
3rd quarter	425	26	14	11	359	175	115	42	18	41	51	20	72	12
4th quarter*	374	25	11	9	318	159	105	35	18	36	42	19	61	10
October	338	23	10	8	288	142	93	34	11	31	37	17	62	10
November	340	24	11	9	284	141	92	31	17	32	37	17	57	9
December*	445	27	13	10	381	195	130	39	27	45	50	22	63	11
3rd quarter	425	26	14	11	359	175	115	42	18	41	51	20	72	12
4th quarter*	374	25	11	9	318	159	105	35	18	36	42	19	61	10

*Provisional estimates.

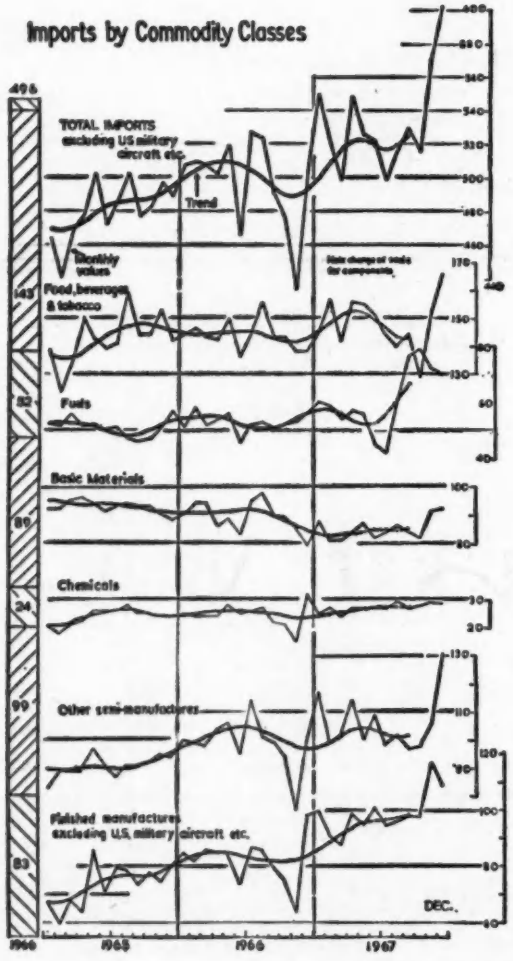
(Continued on next page)

Imports

Imports in December were £601 million, seasonally adjusted, excluding United States military aircraft; including these aircraft they were £607 million. The total included an exceptionally high figure for precious stones, which was £7 million higher than the average over the previous 11 months.

For the fourth quarter, imports averaged £562 million, compared with £512 million a month in the third quarter. Part of this increase reflects the rise in prices, in terms of sterling, following devaluation and a little is attributable to arrivals delayed by the dock strikes in September. In addition, however, imports of fuels recovered strongly after the disturbance to arrivals caused by the Middle East situation and there was also an increase in the volume of other imports.

Over the year 1967, imports averaged £533 million a month, compared with £496 million in 1966.



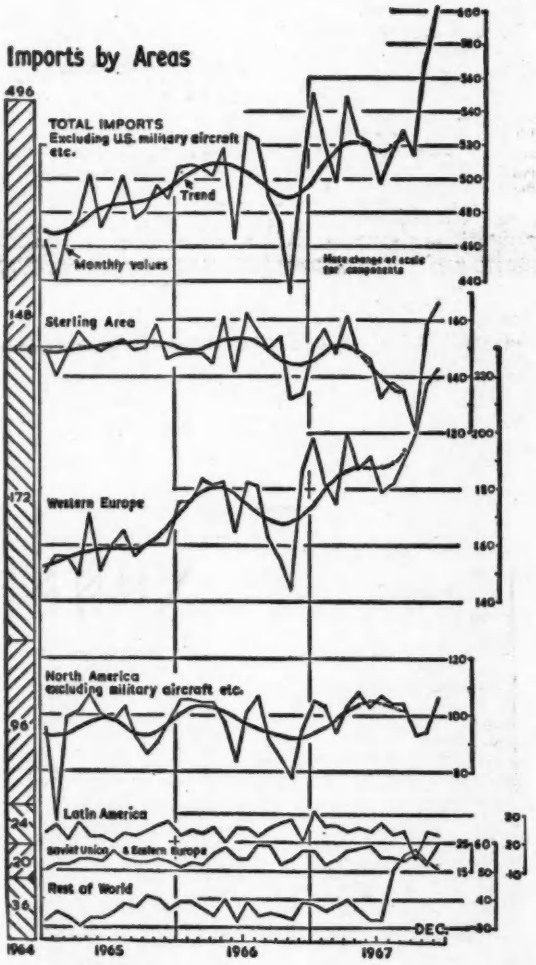


Table 4. Imports: commodity classes

Seasonally adjusted £ million c.i.f. monthly averages or calendar months.

	Total	Total excluding US military aircraft etc.	Food, beverages and tobacco	Fuels	Industrial materials				Finished manufactures		Miscellaneous
					Total	Basic materials	Chemicals	Other semi-manufactures	Total	Excluding US military aircraft etc.	
1966 Year	496		143	52	212	88	24	99	83		7
1967 Year*	537	533	147	61	218	85	27	106	104	100	7
1967 1st quarter	524	523	148	57	215	83	26	106	94	93	7
2nd quarter	535	530	153	52	218	84	27	107	104	99	6
3rd quarter	516	512	143	60	211	84	28	99	100	96	7
4th quarter*	567	562	149	74	229	89	29	112	113	108	7
October	519	515	129	79	208	82	28	98	103	98	7
November	575	571	152	72	227	92	29	106	122	117	8
December*	607	601	166	70	254	93	29	131	115	109	6
3rd quarter	516	512	143	60	211	84	28	99	100	96	7
4th quarter*	567	562	149	74	229	89	29	112	113	108	7

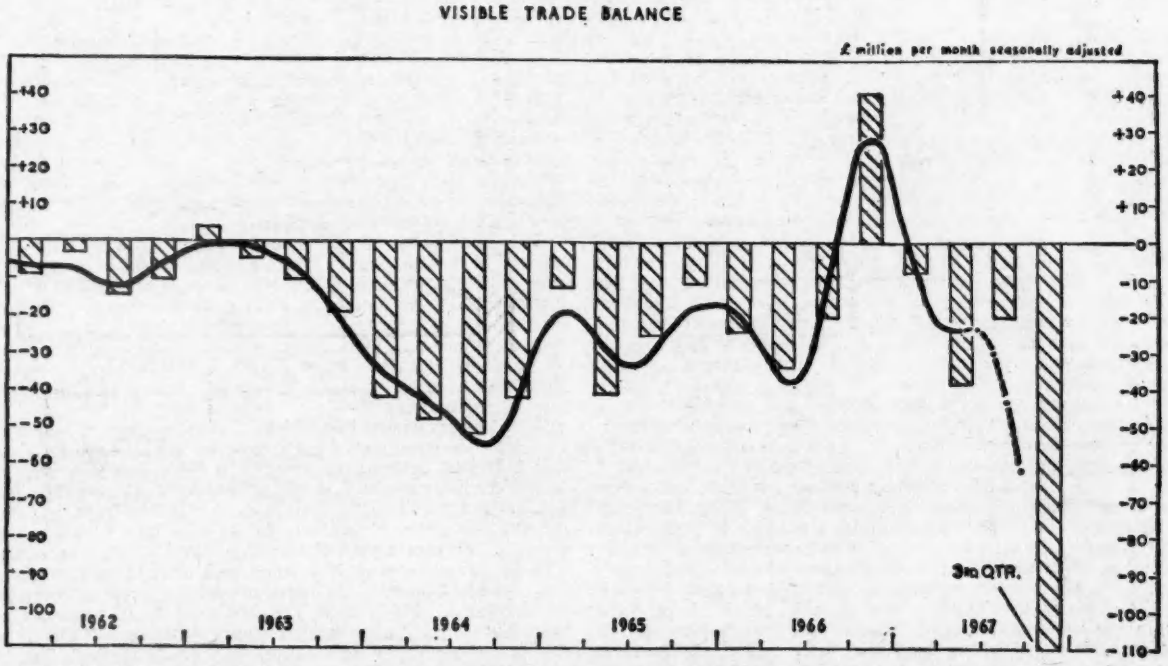
*Provisional estimates.

Table 5. Imports: areas†

Seasonally adjusted £ million c.i.f. monthly averages or calendar months.

	Total	Total excluding US military aircraft etc.	Sterling Area	Western Europe	North America		Latin America	Soviet Union and Eastern Europe	Rest of World
					Total	Excluding US military aircraft etc.			
1966 Year	496		148	172	96		24	20	36
1967 Year*	537	533	147	195	106	102	24	21	43
1967 1st quarter	524	523	152	185	102	101	27	19	37
2nd quarter	535	530	151	192	109	104	25	23	36
3rd quarter	516	512	135	183	109	105	25	20	46
4th quarter*	567	562	149	213	103	98	21	21	54
October	519	515	122	200	97	93	15	21	58
November	575	571	159	217	99	94	24	18	54
December*	607	601	166	223	112	106	23	25	51
3rd quarter	516	512	135	183	109	105	25	20	46
4th quarter*	567	562	149	213	103	98	21	21	54

*Provisional estimates.
†Burma is included with the 'Rest of the World' and from January 1966 figures for Rhodesia have been excluded from the sterling area, and included with those for the 'Rest of the World'



NOTE: The level of the trend line for each month takes into account figures for the seven months before and after that month. (For the period before the monthly series begins quarterly figures have been used) A provisional trend for the first four of the last seven months is shown by a broken line.

NOTES:

Detailed particulars of United Kingdom imports, exports and re-exports will be published on January 25* and further analysis the figures will be found in th e form of tables in the monthly Report on Overseas Trade† for February, due to be published on or about February 27.

Visible trade balance

(a) The figures for the visibile trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading in that the import valuation includes insurance and freight, which in so far as they are paid abroad, are included in the invisibles account in the balance of payments. There are also smaller adjustments, for example in allowance for goods not covered by the trade accounts. The total current account in the balance of payments comprises two main components, the visible trade account and the invisibles account. The latter is usually in significant surplus; over the five years 1962-1966 it averaged £150 million a year.

(b) *Purchase of United States military aircraft*

The calculation of the visible trade balance excludes transactions, whether deliveries or payments, relating to the purchase of United States military aircraft (including some missiles) which are being financed by the special United States Exim Bank credit. The effect of these transactions on the balance of payments accounts is shown in the quarterly balance of payments statistics published in *Economic Trends*.

*Accounts relating to the Overseas Trade of the United Kingdom, December, 1967, HMSO, price 50s., by post 51s.
†Report on Overseas Trade, published by HMSO, price 4s. by post 4s. 5d. Annual subscription £2 14s., including postage

General assessment of the economic situation*

(From the article on the Economic Situation to be published in *Economic Trends*, January 1968)

SOME TIME must necessarily elapse before the overseas trade figures for the volume of exports and imports begin progressively to reflect the effects of devaluation. The increase in import prices resulting from devaluation will also take time to work through to the prices of manufacturing output.

Despite the marked increase in personal consumption, first estimates suggest that Gross Domestic Product has not continued its rise during the third quarter, as had previously been expected. Activity has therefore shown only a moderate rise over the first three quarters of 1967 taken as a whole. The interpretation of a single quarter's figures is, however, difficult. Expenditure tending to increase GDP, apart from the growth of consumption, was an increase in housing investment and a fall in imports. These effects on demand for output were more than offset mainly by a fall in exports and in stockbuilding. In industrial investment by the private sector there was little change in that by the distributive and service industries (excluding shipping) and there was a fall in manufacturing investment; in shipping investment there was a fall from the erratically high figure for the second quarter. There was an increase in housing investment by both the public and private sectors, but other public sector investment showed little change following the very large rise in the second quarter; investment by the gas and electricity industries fell particularly sharply from the level of the second quarter. The estimate of stockbuilding shows a decline but this figure is necessarily dependent on the estimate for stock appreciation, which was positive for the third quarter following negative figures in the first half of the year; the fall in stocks in the third quarter was spread amongst those held by manufacturers, wholesalers and retailers.

Since the end of the third quarter, there has probably been a further increase in consumers' expenditure. New car registrations in October and November rose by about 12 per cent from the average level of the third quarter, which was itself above that of the second quarter. The number of hire purchase contracts for cars, both new and used, has decreased following the tightening of the hire purchase restrictions in November; although according to preliminary indications total sales of new cars seem to have remained buoyant in December. Both instalment credit business and the total instalment debt outstanding continued their upward movement of recent months. Instalment credit sales from durable goods shops were higher in the two-month period October and November than in August and September, when these sales were well above the level of a year earlier. The volume of retail sales in the three months to November was about 2 per cent above that of the previous three months; the largest proportional increase was in sales by durable goods shops.

The demand for housing has remained strong; housing starts were higher again in November in both the private and public sectors after the October drop. Although starts remained at well above 1966 levels in the three months to November they were below the average level of the previous three months in both sectors. Housing completions rose in November in the private sector but fell in the public sector; comparison of the three months to November with the previous three months shows the same disparity of movement between the two sectors.

Exports showed a substantial increase in December, reflecting the end of the dock strike at Liverpool though they are likely to have been still adversely affected by the partial strike at London docks, which ended on November 27, a month after the end of the strike at Liverpool. Experience of previous strikes suggests that the making good of arrears is likely to be spread over several months. Increases in the sterling price of exports following devaluation are unlikely to have added to the value of exports in December to any significant degree. It continues to be impossible to make any precise assessment of trends in exports, although the figures show that shipments to both the United States and EEC countries were higher in the fourth quarter despite the delays caused by the strikes. Imports in December showed a further appreciable rise, a large part of which was likely to be due to the conversion into sterling at the new rate of exchange of the value of goods invoiced in foreign currencies. Only a part of the previous month's imports was affected in this way, but it will be difficult to gauge the effect of this factor until more detailed information becomes available. Imports of precious stones during the month were abnormally high and it is also probable that the month's total included further arrears of imports held up by the dock strikes. As with exports, it is not possible at present to make any precise assessment of the underlying position.

Total industrial output seems to have remained constant in recent months. The provisional index of industrial production was approximately unchanged in October, and in the three months August-October was about ½ per cent lower than in the previous three months. In manufacturing industry the decline was also about ½ per cent; gains in food, drink and tobacco, chemicals and allied industries, and bricks, pottery and glass etc., were more than offset by decreases in engineering and allied industries, metal manufacture and textiles, leather and clothing.

The number of wholly unemployed (excluding school leavers) showed very little change (from 536,000 to 538,000 – an unchanged rate of 2.3 per cent) in December, but an average decline of about 8,000 in the three months to December. The upward movement in unemployment appears to have been checked at the beginning of the fourth quarter. The number of unfilled vacancies for adults rose by about 9,000 in December; in each successive month since August there has been an increase in vacancies (averaging about 8,000 a month), which suggests a rise in the demand for labour.

Retail prices rose in November, mainly because of higher charges for electricity, and increases, largely seasonal, in the prices of eggs and tomatoes. In the three months to November they were slightly above the average level in the preceding three months. The provisional index of hourly wage rates rose in November; in the three months September-November, the average level of wage rates was about 2 per cent above the average level in the preceding three months. Wage rates in November had risen by rather less than 6 per cent in 12 months as compared with an increase in retail prices of only about 2 per cent. The prices of basic materials used in manufacturing industry rose by nearly 5 per cent in December, the first full month after devaluation. The prices for industries' output continued to rise in December; the rise during last year is provisionally estimated at 1½ per cent, of which most occurred in the last six months.

Bank advances, other than to the nationalized industries, rose during the banking month of December by £25 million, which is well below the average monthly increase since July of about £70 million. Undue significance should not be attached to a change in a single month; but there is some evidence of a check in companies' demands for credit in addition to the limitations which the banks have been imposing on advances to persons since the new credit ceiling was announced on November 18, shortly after the beginning of the banking month.

The visible trade deficit for 1967 excluding United States military aircraft is provisionally estimated at £565 million compared with £111 million in 1966. Much of the deterioration between the two years was due to special factors which distorted the import and export figures and tended to favour the balance in 1966 and worsen the outcome for 1967, especially in the last quarter.

The removal of the import charge in November 1966 had the effect of delaying into the early months of 1967 a large number of imports which would otherwise have arrived in the late months of 1966; in addition imports of formerly chargeable goods were high in the first half of 1967 owing to the rebuilding of stocks which had been run down whilst the charge was in force. During the year, United Kingdom exports were affected by the slackening of demand

*Unless otherwise stated, this report is based on seasonally adjusted data.

in our main overseas markets and the Middle East crisis had an adverse effect upon both exports and imports; though much of the substantial addition to the value of imports due to higher freight charges for oil is not reflected in the visible trade balance. In the latter months of the year the dock strikes markedly increased the trade deficit as a large number of exports have been delayed into 1968 which would otherwise have left United Kingdom ports in 1967. The initial effects of devaluation also contributed to the deterioration in the visible trade balance as higher prices due to new exchange rates raised the recorded values of imports in November and December.

On January 1 the United States Government announced major measures designed to correct the continuing deficit in their overall balance of payments. The measures included mandatory restrictions on direct investment abroad, intended to save at least $1 billion in 1968. The most severe restrictions apply to continental Western Europe and some others. The United Kingdom together with Canada, Australia, Japan and some others is in an intermediate category in which the regulations limit investment to 65 per cent of the 1965-66 average. Large savings are also to be found from a reduction in the United States travel deficit, and from savings in Government overseas expenditure. Overseas lending by financial institutions is to be reduced. Longer term measures include more finance for export promotion. The world-wide impact of these measures will clearly affect the United Kingdom. Inward direct investment will be less than it would otherwise have been, by how much depending on many factors including the extent to which United States parent companies re-arrange their investment plans between all the countries in the group to which the 65 per cent ceiling applies. Receipts from United States tourists will also be affected. The restrictions on foreign lending, and the increased incentive to United States overseas subsidiary companies to increase their local borrowing is likely to raise Euro-dollar and other interest rates. No close estimate of the eventual impact on the United Kingdom balance of payments (including secondary effects) is possible, but the new measures are clearly an important development.

The inflow of exchange into the gold and convertible currency reserves after devaluation was interrupted in December. After a mid-month period of weakness, the pound showed an improvement towards the end, on some expectation of forthcoming further measures to facilitate the transfer of resources to the balance of payments. Over the month as a whole the reserves fell by £100 million to £1,123 million, after payment of a total of £92 million debt service to the United States and Canada.

Index of retail prices

THE MINISTRY OF LABOUR announce that at December 12, 1967, the official index figure which measures changes in the average level of retail prices compared with the level at January 16, 1962 (taken as 100), was 121.2, compared with 120.4 at November 14. The rise in the index during the month was due mainly to increases in the prices of meat and eggs (largely seasonal) and higher charges for electricity.

Index of industrial production for November 1967

THE INDEX of industrial production for November 1967, seasonally adjusted, is estimated provisionally at 134 (1958=100) compared with 132 for October. For manufacturing industry alone the figures were also 134 and 132 respectively.

For the three months September to November 1967 it is provisionally estimated that production as a whole was 0.3 per cent lower than in the preceding three months, June to August 1967; for manufacturing industries alone there was a decrease of 0.7 per cent. Detailed tables will appear in next week's issue of the *Board of Trade Journal*.

New companies registered in N. Ireland

IN THE MONTH of December 1967 twenty-seven new private companies having a total nominal capital of over £149,000 were registered in Northern Ireland.

During the year 1967 three hundred and five companies with a total nominal capital of almost £1,804,000 were registered as compared with two hundred and fifty-six companies with a total nominal capital of just over £1,863,000 registered in 1966.

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Cranes for April-June 1967

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, January 12, 1968.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
Pathe Pictorial Series 677/689:					
Pathe Pictorial No. 681	Br/E 32837	8	January 8	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe Pictorial No. 682	Br/E 32838	8	January 8	" "	" "
The Anniversary	Br/E 32839	94	January 8	" "	Hammer Film Productions Ltd.
Smashing Time	Br/E 32840	96	January 8	Paramount Film Service Ltd.	Partisan Film Productions Ltd.
I'll Never Forget What's 'Isname	Br/E 32948	99	January 9	Rank Film Distributors Ltd.	Universal Pictures Ltd.
Movietone News 2013	Br/E 32843	7	January 12	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2013A	Br/E 32844	7	January 12	" "	" "
Pathe News 68-3	Br/E 32895	7	January 12	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 68-4	Br/E 32896	7	January 12	" "	" "
FOREIGN					
Point Blank	F 32832	92	January 8	Metro-Goldwyn-Mayer Pictures Ltd.	B.C.W. Productions Inc.
The Wild Wild Planet	F 32833	85	January 8	" "	Southern Cross Films Ltd., Zurich.
The Ambushers	F 32834	102	January 8	Columbia Pictures Corp. Ltd.	Meadway-Claude Productions.
40 Guns to Apache Pass	F 32835	95	January 8	" "	Admiral Pictures Inc.
The Other Sex	F 32836	69	January 8	E. J. Fancey Productions Ltd.	N.R.M.-Film, Oslo.
Young Dillinger	F 32945	81	January 9	Warner-Pathe Distributors Ltd.	Allied Artists Picture Corp.
Night Scandal in Japan	F 32946	87	January 9	Orb Productions Ltd.	Toei Co. Ltd., Tokyo
Primitive Love	F 32947	67	January 9	" "	Italian International Film, Rome.
The Man with the Golden Mask	F 32949	86	January 11	Metro-Goldwyn-Mayer Pictures Ltd.	Sanson Film, S.r.L., Rome.
Wet and Wild	F 32950	14	January 12	United Artists Corp. Ltd.	United Artists Corp.

CORRECTION TO THE REGISTER:
The maker of the film 'I Like Birds' (Br/E 32717) registered on October 27, 1967, should read Pete Walker Film Productions Ltd.

Industry's capital expenditure in the third quarter of 1967

REVISED ESTIMATES show that industry's capital expenditure in the third quarter of 1967, £566 million (at 1958 prices, seasonally adjusted) was about 6 per cent below that in the second quarter; for the first three quarters of the year, investment was about 1 per cent below the corresponding period of 1966. Investment by manufacturing industry and by shipping companies accounted for the fall between the second and third quarters, that by the distributive and service industries remaining unchanged.

Manufacturing industry

The series of figures for manufacturing industry's capital expenditure has been revised to take account of the results of the census of production for 1966 (published in the *Board of Trade Journal* of December 29, 1967), and the factors used for seasonal adjustment have been brought up to date. The effect on the total figures for 1966 is that the volume of manufacturing industry's capital expenditure is now estimated to be about 2 per cent above that of 1965, compared with the estimate of virtually no change which was based on the quarterly inquiries alone. There have been consequential amendments to the figures for 1967, which are calculated by linking to those of the previous year.

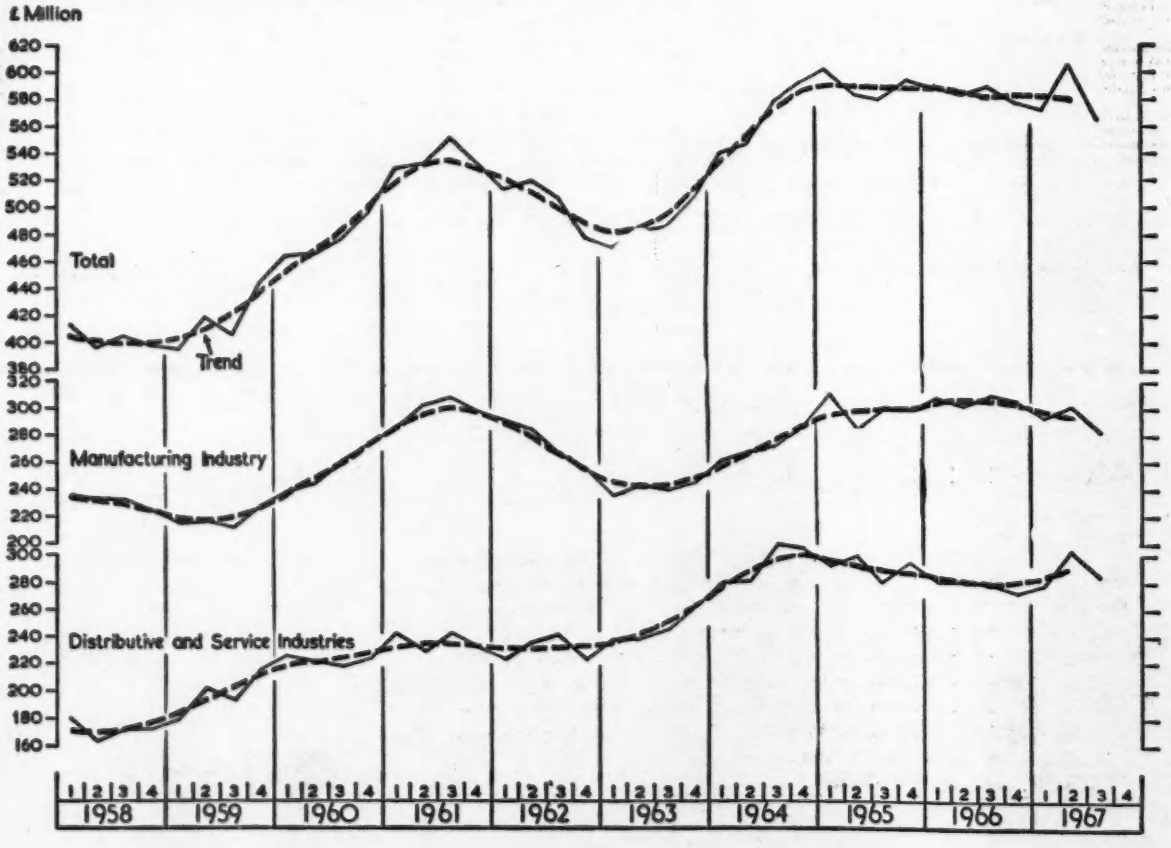
The revised seasonal factors are little different from those previously used. However, the revisions to the 1966 figures has meant that individual industry groups have had a different effect on the quarterly pattern of the overall volume of manufacturing industry's investment in total in the recent past. Previous estimates had shown small reductions in manufacturing industry's investment between the fourth quarter of 1966 and the first quarter of 1967, and between the first and second quarters of 1967; there is now seen to be a sharper fall in the first quarter of 1967, followed by a rise to the second quarter. These irregularities in the movement of the series do not affect the underlying trend, which has moved downward slowly from the middle of 1966.

Investment in the third quarter of 1967 by manufacturing industry is now estimated to be about 6 per cent below the average of the first two quarters. In the first three quarters of the year investment was 5 per cent below its level in the corresponding period of 1966. During the first three quarters of the year investment was higher in 1967 than in 1966 in the food, drink, and tobacco industries; the oil refining industry; and the vehicles industry. The main falls were in the chemicals industry; textiles, leather and clothing industries; and in the miscellaneous group of 'other manufacturing industries'. Investment by manufacturers in vehicles was about the same in the first three quarters of 1967 as in those quarters of 1966; there was a small reduction in plant and machinery investment (about 3 per cent); but expenditure on new building was about 11 per cent lower.

Distributive and service industries

Some revisions have been made to the investment series for the miscellaneous group of service industries, taking account of the results of the census of production for 1966 in respect of the construction industry, and of some preliminary results for a number of sectors covered by the 1966 annual inquiry into the distributive

Industry's fixed capital expenditure at 1958 prices seasonally adjusted



and service trades. The effect has been to reduce the estimated level of investment for 1966 in the distributive and service industries (excluding shipping) as a whole by about 2 per cent from the previous estimate; in 1966 investment in these industries is now estimated to have been about 5 per cent below that in 1965. There have been small consequential amendments to quarterly figures for 1967.

In the third quarter of 1967, investment was maintained at about the same level as in the second quarter. Lower expenditure on new building work was balanced by small increases in investment on vehicles and other capital equipment.

Investment in the shipping industry was well below the level of the second quarter, the figures for which had been inflated to some extent by special factors relating to certain progress payments.

'SHOP WINDOW FOR EXPORTS' – A BOARD OF TRADE EXPORT FILM

A new 20-minute 16 mm film in colour has been prepared for the Board of Trade by the Central Office of Information and was produced by Samaritan Films. It describes the merits and differences of Overseas Trade Fairs, British Weeks and Store Promotions and shows how a manufacturer can select those 'Shop Windows' which are best suited for his product.

Copies of the film are available on hire from the Central Film Library, Government Buildings, Bromyard Avenue, Acton, London, W.3 (Tel. Shepherds Bush 5555).

Table 1. Industry's fixed capital expenditure at 1958 prices seasonally adjusted (a)

£ million

Period	ANAYLSIS BY INDUSTRIAL SECTORS			Total	ANALYSIS BY TYPE OF ASSET		
	Manufacturing Industries (b)	Distributive and Service Industries (excluding Shipping) (c)	Shipping Industry		New Building Work	Vehicles	Plant and Machinery
1958	922	541	147	1,610	451	360	799
1959	871	634	161	1,663	460	403	800
1960	1,016	732	158	1,906	548	458	903
1961	1,195	822	126	2,143	648	435	1,060
1962	1,098	819	104	2,021	645	386	990
1963	964	902	85	1,951	602	418	933
1964	1,092	1,046	129	2,267	672	528	1,067
1965	1,203	1,064	101	2,368	701	509	1,157
1966	1,233	1,013	98	2,344	655	509	1,179
1961 1st quarter	286	283	39	528	154	118	256
2nd quarter	302	203	26	531	163	103	265
3rd quarter	308	212	32	552	163	115	274
4th quarter	299	204	29	532	168	99	265
1962 1st quarter	291	198	25	514	166	95	255
2nd quarter	284	202	33	519	164	101	254
3rd quarter	267	218	23	508	169	97	242
4th quarter	256	201	23	480	145	94	239
1963 1st quarter	235	215	23	473	148	97	228
2nd quarter	244	221	18	483	151	100	233
3rd quarter	240	225	22	487	149	105	234
4th quarter	245	241	22	508	154	116	238
1964 1st quarter	262	252	28	542	158	125	258
2nd quarter	269	253	29	551	163	126	262
3rd quarter	272	270	38	580	173	141	267
4th quarter	289	271	34	594	178	136	280
1965 1st quarter	312	275	47	634	187	120	297
2nd quarter	287	266	33	586	175	135	276
3rd quarter	302	257	23	582	170	121	289
4th quarter	302	266	28	596	166	133	297
1966 1st quarter	310	256	24	590	166	125	297
2nd quarter	304	256	24	584	162	129	293
3rd quarter	314	252	27	590	162	130	297
4th quarter	307	249	23	579	166	124	291
1967 1st quarter	295	245	33	573	156	130	288
2nd quarter	303	258	44	605	159	147	300
3rd quarter	283	258	25	566	146	132	287

The total of manufacturing industry and of the distributive and service industries covers a wide sector of the economy, accounting – after exclusion of dwellings – for 53 per cent of total capital expenditure in 1964. The total comprises most industries and services outside agriculture, forestry and fishing, coal mining, public utilities, the public transport corporations and public administration. The excluded parts are, except for agriculture, very largely in the public sector of the economy. For all industries covered, public expenditure (e.g. by the British Steel Corporation) is included. However, the figures are largely representative of the trend of expenditure of private industry and business.

For other footnotes, see end of article.

Problems of Progress in Industry

A series of booklets whose aim is to present briefly and simply the results of new research into the social, economic and technical problems of industrial progress. Titles include: No. 9 Automation and Skill **6s. 6d.** (*7s.*), No. 10 Woman, Wife and Worker **2s.** (*2s. 3d.*), No. 11 Money for Effort **1s. 9d.** (*2s.*), No. 12 Human Sciences Aid to Industry **2s.** (*2s. 3d.*), No. 13 The Supervisor and His Job **3s. 6d.** (*3s. 11d.*), No. 14 Teaching Machines and Their Use in Industry **3s.** (*3s. 5d.*), No. 15 Training the Adult Worker **3s. 6d.** (*3s. 11d.*), No. 16 How Research Can Help Training **1s. 6d.** (*1s. 9d.*), No. 17 Subjective Standards in Industrial Inspection **2s. 3d.** (*2s. 6d.*)

Prices in brackets include postage.

Government publications can be purchased from the Government Bookshops in London (post orders to P.O. Box 569 S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

INDUSTRY'S CAPITAL EXPENDITURE, *continued*

Fixed capital expenditure of manufacturing industry at 1959 prices seasonally adjusted

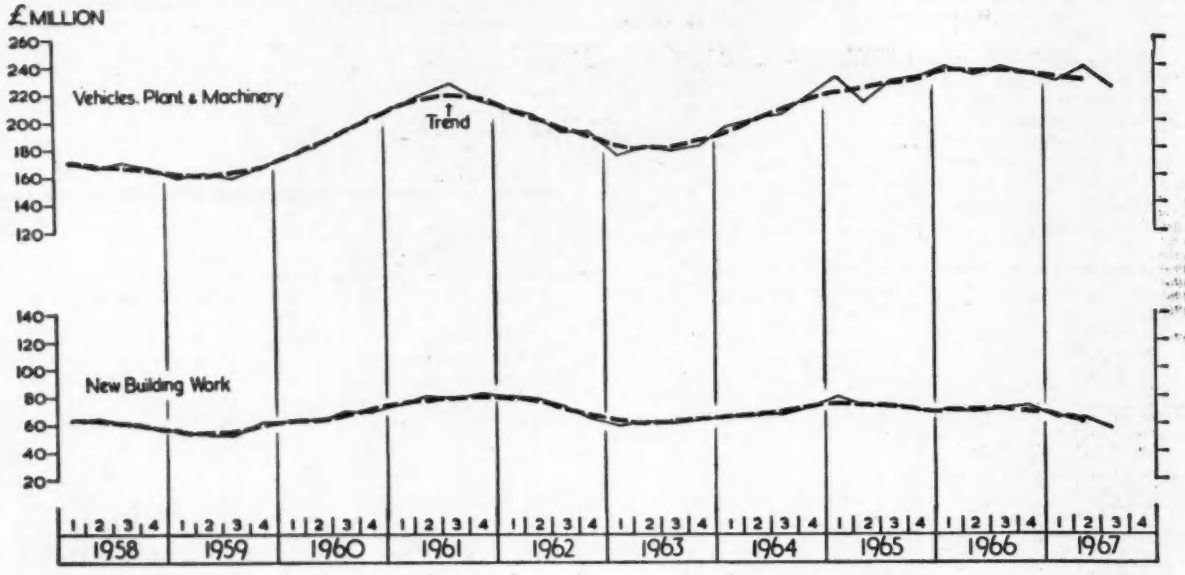


Table 2. Fixed capital expenditure of manufacturing industry at 1958 prices seasonally adjusted (a), (b), (d)

£ million

Period	ANALYSIS BY INDUSTRY GROUP										ANALYSIS BY TYPE OF ASSET		
	Food, Drink and Tobacco	Mineral Oil Refining	Chemicals, Paint and Printing ink	Metal Manufacture	Engineering Shipbuilding and Metal Goods	Vehicles	Textiles, Leather and Clothing	Paper Printing and Publishing	Other Manufacturing Industries	Total All Manufacturing Industries			
	Standard Industrial Classification Orders												
	III	Part of IV	Part of IV	V	VI, VII and IX	VIII	X to XII	XV	XIII, XIV and XVI	III to XVI	New Building Work	Vehicles	Plant and Machinery
1958	112·6	39·7	157·3	143·5	204·8	69·8	63·6	65·2	65·1	921·6	247·0	52·4	622·2
1959	106·5	23·5	145·5	129·7	200·8	69·0	66·5	60·3	69·1	870·9	223·8	57·1	590·0
1960	128·5	15·3	134·5	186·1	228·9	78·3	85·2	67·8	91·6	1,016·2	263·5	75·3	677·4
1961	136·9	22·8	162·8	242·4	250·5	104·2	101·5	74·4	99·7	1,195·2	318·1	71·8	805·3
1962	134·8	16·3	161·6	208·2	220·0	93·8	87·1	74·9	101·3	1,098·0	297·9	61·8	738·3
1963	135·2	24·8	126·9	114·7	218·1	89·3	79·5	74·1	101·2	963·8	244·1	75·5	644·2
1964	150·4	25·6	158·6	104·4	260·1	77·7	106·9	83·6	124·3	1,091·6	271·1	92·0	728·5
1965	155·1	24·8	196·0	102·2	277·1	93·5	121·7	91·2	141·3	1,202·9	296·0	97·6	809·3
1966	151·3	45·7	212·3	97·8	279·7	103·7	118·9	80·0	143·2	1,232·6	286·5	95·4	850·7
1961 1st quarter	33·9	3·3	39·8	59·4	60·8	24·6	23·8	16·8	23·7	286·1	74·3	19·0	192·8
2nd quarter	34·8	6·1	39·8	62·1	64·0	25·7	25·2	17·7	26·8	302·2	80·8	19·0	202·4
3rd quarter	34·0	6·3	42·4	61·4	63·3	27·3	27·9	20·6	24·9	308·1	80·4	17·8	209·9
4th quarter	34·2	7·1	40·8	59·5	62·4	26·6	24·6	19·3	24·3	298·8	82·6	16·0	200·2
1962 1st quarter	33·7	3·9	43·4	56·8	59·3	25·1	25·1	18·9	24·7	290·9	80·8	16·5	193·6
2nd quarter	33·1	3·9	42·4	58·2	56·3	22·9	22·2	19·2	25·4	283·6	78·7	14·7	190·2
3rd quarter	33·1	4·4	37·9	47·6	54·8	24·6	19·9	18·8	25·9	267·0	74·1	15·2	177·7
4th quarter	34·9	4·1	37·9	45·6	49·6	21·2	19·9	18·0	25·3	256·5	64·3	15·4	176·8
1963 1st quarter	31·1	4·6	30·6	33·8	54·1	21·5	18·9	17·8	22·3	234·7	58·6	16·3	159·8
2nd quarter	34·1	5·9	32·5	31·0	55·4	22·8	18·9	19·0	24·6	244·2	61·9	18·7	163·6
3rd quarter	33·7	6·8	31·8	24·8	55·9	22·0	20·2	19·0	26·1	240·3	60·8	20·0	159·5
4th quarter	36·3	7·5	32·0	25·1	52·7	23·0	21·5	18·3	28·2	244·6	62·8	20·5	161·3
1964 1st quarter	37·1	9·5	35·3	25·8	62·2	19·7	23·3	20·3	28·5	261·7	66·0	22·5	173·2
2nd quarter	37·7	6·0	37·7	25·0	65·6	21·0	26·0	19·2	30·6	268·8	66·6	22·9	179·3
3rd quarter	38·9	5·0	39·7	26·8	65·0	16·5	27·1	22·1	31·2	272·3	66·8	23·0	182·5
4th quarter	36·7	5·1	45·9	26·8	67·3	20·5	30·5	22·0	34·0	288·8	71·7	23·6	193·5
1965 1st quarter	39·5	6·2	48·5	26·2	74·1	23·5	32·5	24·3	37·2	312·0	80·0	24·4	207·6
2nd quarter	37·2	5·8	46·3	25·1	66·3	22·1	28·7	24·0	31·2	286·7	72·5	23·7	190·5
3rd quarter	40·1	5·9	52·5	26·4	66·2	22·2	31·6	20·9	36·3	302·1	73·2	23·3	205·6
4th quarter	38·3	6·9	48·7	24·5	70·5	25·7	28·9	22·0	36·6	302·1	70·3	26·2	205·6
1966 1st quarter	39·1	8·8	56·4	24·0	68·7	27·5	29·6	19·0	37·1	310·1	70·6	24·5	215·1
2nd quarter	37·0	10·4	50·6	23·8	71·3	25·5	31·9	19·1	34·7	304·3	69·9	24·8	209·6
3rd quarter	37·4	13·6	52·1	24·7	70·8	25·2	29·2	19·8	38·0	310·8	72·3	23·9	214·6
4th quarter	37·8	12·9	53·2	25·3	68·9	25·5	28·2	22·1	33·4	307·3	73·7	22·2	211·4
1967 1st quarter	45·6	14·0	42·4	24·6	66·2	26·1	26·7	18·0	31·5	295·1	66·4	22·9	205·8
2nd quarter	44·2	18·4	49·7	22·4	69·3	28·2	22·5	18·9	29·8	303·4	64·5	24·6	214·3
3rd quarter	42·5	21·1	37·9	19·0	64·9	26·7	21·2	19·6	30·5	283·4	58·3	27·2	197·9

Table 3. Fixed capital expenditure in the distributive and service industries (excluding shipping) at 1958 prices seasonally adjusted [a], [c], [d]

£ million

Period	ANALYSIS BY INDUSTRY GROUP				ANALYSIS BY TYPE OF ASSET		
	Wholesale Distribution	Retail Distribution	Other Industries	Total			
	Standard Industrial Classification Headings				New Building Work	Vehicles	Plant and Machinery
	810, 831, 832	820	XVII, Part of XIX, XXI, Part of XXII and XXIII	XVII, Part of XIX, XX, Part of XXI, Part of XXII and XXIII			
1958	73	130	338	541	203	161	177
1959	92	163	376	631	235	186	210
1960	100	175	457	732	284	224	226
1961	105	195	522	822	330	237	255
1962	104	187	528	819	346	221	252
1963	113	204	585	902	356	257	289
1964	132	232	682	1,046	400	307	340
1965	137	215	712	1,064	401	313	349
1966	133	189	691	1,013	365	319	328
1961 1st quarter	28	44	131	203	80	60	63
2nd quarter	27	47	129	203	82	58	63
3rd quarter	26	52	134	212	83	65	64
4th quarter	24	52	128	204	85	54	65
1962 1st quarter	22	52	124	198	85	53	61
2nd quarter	24	48	130	202	85	53	64
3rd quarter	30	46	142	218	95	59	64
4th quarter	28	41	132	201	80	57	63
1963 1st quarter	27	52	136	215	89	58	68
2nd quarter	28	47	146	221	88	63	69
3rd quarter	29	51	145	225	87	63	75
4th quarter	29	54	158	241	91	73	77
1964 1st quarter	31	57	164	252	92	75	85
2nd quarter	32	60	161	253	96	74	83
3rd quarter	32	58	180	270	105	80	85
4th quarter	37	57	177	271	106	78	87
1965 1st quarter	38	56	181	275	105	81	89
2nd quarter	33	54	179	266	101	78	85
3rd quarter	34	53	170	257	97	75	83
4th quarter	32	52	182	266	96	79	92
1966 1st quarter	33	50	173	256	94	78	82
2nd quarter	35	46	175	256	91	81	84
3rd quarter	34	46	172	252	89	80	82
4th quarter	31	47	171	249	91	80	80
1967 1st quarter	34	48	165	245	89	75	82
2nd quarter	37	46	175	258	94	79	86
3rd quarter	38	47	173	258	87	81	89

Table 4. Industry's fixed capital expenditure at current prices [a]

£ million

Period	Manufacturing Industry (b)	Distributive and Service Industries (excluding Shipping) (c)	Shipping Industry	Total
1958	922	541	147	1,610
1959	867	621	161	1,649
1960	1,021	718	162	1,901
1961	1,239	821	132	2,192
1962	1,168	844	107	2,119
1963	1,044	936	84	2,064
1964	1,216	1,107	123	2,446
1965	1,401	1,159	100	2,660
1966	1,495	1,124	99	2,718
1961 1st quarter	273	200	38	511
2nd quarter	304	202	25	531
3rd quarter	331	204	31	566
4th quarter	331	215	38	584
1962 1st quarter	286	199	25	510
2nd quarter	294	207	31	532
3rd quarter	290	219	22	531
4th quarter	298	219	29	546
1963 1st quarter	237	219	22	478
2nd quarter	260	226	15	501
3rd quarter	261	227	22	510
4th quarter	286	264	25	575
1964 1st quarter	268	260	23	551
2nd quarter	295	264	25	584
3rd quarter	303	277	33	613
4th quarter	350	306	42	698
1965 1st quarter	333	292	14	639
2nd quarter	329	285	30	644
3rd quarter	352	269	21	642
4th quarter	387	313	35	735
1966 1st quarter	355	281	21	657
2nd quarter	355	279	22	656
3rd quarter	375	268	26	669
4th quarter	410	296	30	736
1967 1st quarter	345	275	29	649
2nd quarter	357	286	41	684
3rd quarter	338	277	24	639

Notes relating to Tables 1, 2, 3 and 4

(a) Expenditure on vehicles (including ships) and plant and machinery less receipts from sales of these assets and on new building work.

(b) Standard Industrial Classification Orders III to XVI.

(c) Standard Industrial Classification Order XVII (Construction); XIX (Transport and Communication) excluding 701 – Railways, 705 – Port and Inland Water Transport, 706 – Air Transport and 707 – Postal Services and Telecommunications; XX (Distributive Trades); XXI (Insurance, Banking and Finance) excluding savings departments of the Post Office and Trustee Savings Banks; XXII (Professional and Scientific Services) excluding 872 – Educational Services and 874 – Medical and Dental Services; and XXIII (Miscellaneous Services).

(d) Care should be taken in using the industry figures in tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments.

(e) Small discrepancies may appear between the totals and the sum of individual headings because of rounding.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 Gresham Street, London, E.C.2 (Monarch 6699). The department has 19 local offices in various parts of the United Kingdom. A list was given on page 783 of the Board of Trade Journal *of September 29.*

Industry's stocks in the third quarter of 1967

REVISED ESTIMATES of the change in industry's stocks and work in progress during the third quarter confirm that there was a marked fall in stockholding, though not such a large reduction as was provisionally estimated a month ago. Manufacturers' stocks at the end of the third quarter were £17 million lower than at the end of the second quarter (at 1958 prices, seasonally adjusted); wholesalers' stocks were £18 million lower; and retailers' stocks were £20 million down.

The overall fall of £55 million followed a period of little change in stocks between the end of 1966 and mid-1967, and for 1967 as a whole stockbuilding may be exceptionally low. As was pointed out last month, the third quarter's figures may have been affected by delays in shipments arising from the closure of the Suez Canal and possibly by the dockers' strikes.

The fall in manufacturers' stocks was much smaller than estimated at the provisional stage. There was little difference in the change reported at book values, but the estimates of the amount of stock appreciation (the element of the change in book values arising from price movements) is now rather lower in the light of better information on prices; the revaluation to 1958 prices is also affected by the revised price data used. In the event, the change in the volume of manufacturers' stocks of materials and fuel was negligible, and there were small reductions in work in progress and in stocks of finished goods.

Wholesalers' stocks showed a smaller fall than was provisionally estimated though the reduction remains one of the largest for one quarter recorded in this industry. The estimated increase in book values is slightly higher than was provisionally estimated, but the stock appreciation and revaluation to 1958 prices have been amended. The reduction in retailers' stocks remains at £20 million, as provisionally estimated.

The series for manufacturers' stocks has been revised to take account of the results of the 1966 Census of Production (reported on in the *Board of Trade Journal* of December 29, 1967); the change in the volume of stocks at 1958 prices is now estimated to have b en a little higher in 1966 than before (£129 million compared with the earlier estimate of £112 million).

Changes in industry's stocks at 1958 prices seasonally adjusted

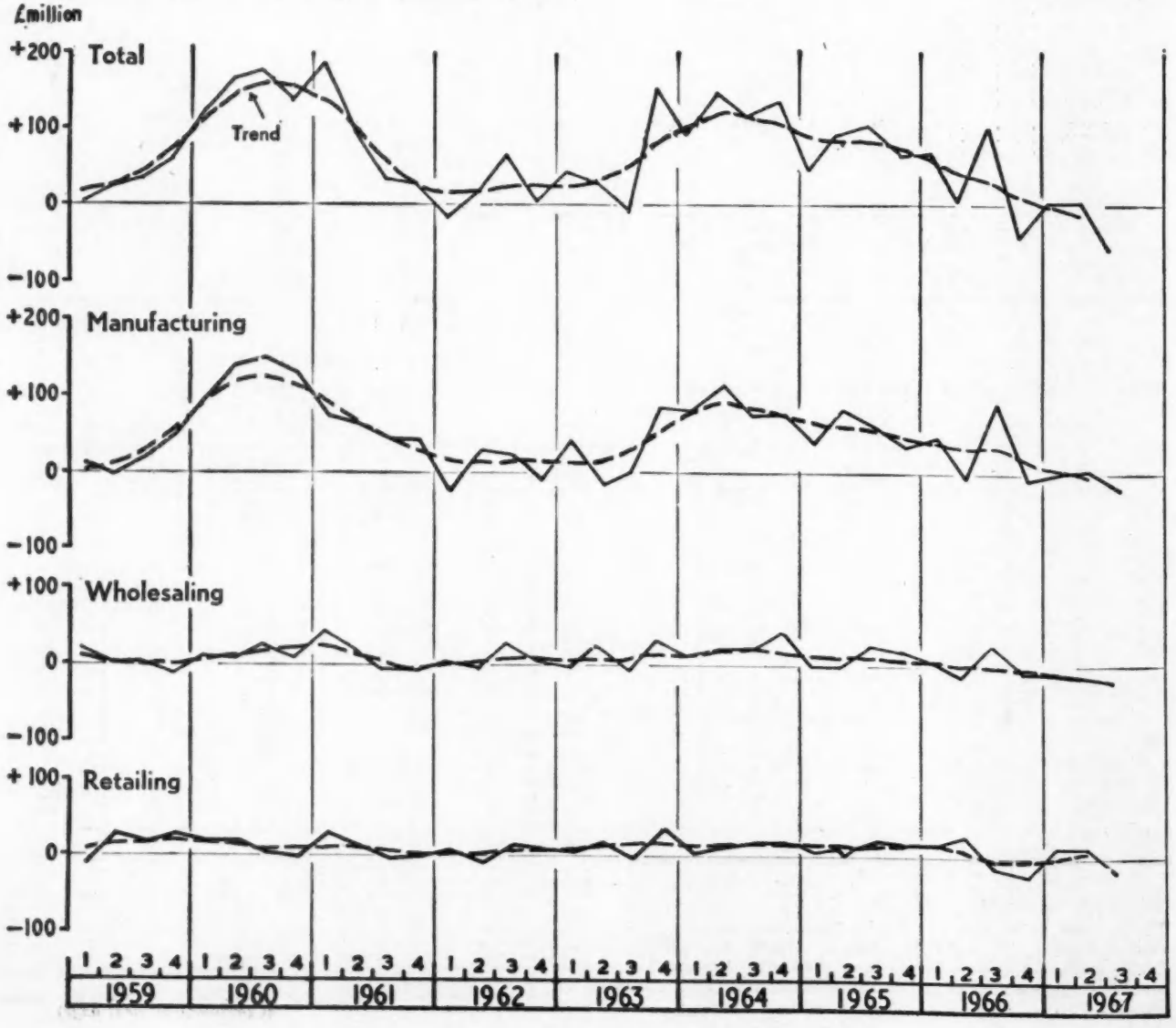


Table 1. Changes in the volume of industry's stocks at 1958 prices seasonally adjusted [a]

£ million

Period	(b) Manufacturing	(c) Wholesaling	(d) Retailing	(e) Total
Level of stocks at December 31, 1966	6,523	1,120	1,182	8,826
1960	+514	+54	+37	+605
1961	+224	+46	+29	+299
1962	+ 22	+35	+14	+ 70
1963	+113	+44	+55	+211
1964	+354	+88	+47	+488
1965	+217	+42	+43	+302
1966	+129	+ 2	+ 6	+137
1960 1st quarter	+ 95	+11	+18	+124
2nd quarter	+141	+ 8	+18	+167
3rd quarter	+148	+25	+ 2	+175
4th quarter	+130	+10	— 1	+139
1961 1st quarter	+ 72	+43	+25	+140
2nd quarter	+ 67	+19	+10	+ 96
3rd quarter	+ 45	— 6	— 4	+ 35
4th quarter	+ 41	— 9	— 2	+ 30
1962 1st quarter	— 24	+ 3	+ 5	— 15
2nd quarter	+ 29	— 4	—10	+ 15
3rd quarter	+ 25	+29	+11	+ 65
4th quarter	— 9	+ 6	+ 8	+ 5
1963 1st quarter	+ 43	— 3	+ 3	+ 43
2nd quarter	— 14	+24	+18	+ 28
3rd quarter	N/C	— 8	— 1	— 9
4th quarter	+ 84	+31	+35	+149
1964 1st quarter	+ 80	+10	+ 3	+ 93
2nd quarter	+118	+15	+12	+145
3rd quarter	+ 77	+20	+17	+114
4th quarter	+ 78	+43	+15	+136
1965 1st quarter	+ 39	— 1	+ 9	+ 47
2nd quarter	+ 82	— 1	+ 3	+ 84
3rd quarter	+ 61	+25	+17	+103
4th quarter	+ 35	+19	+14	+ 68
1966 1st quarter	+ 47	+ 4	+19	+ 70
2nd quarter	— 2	—19	+26	+ 5
3rd quarter	+ 91	+25	—15	+101
4th quarter	— 7	— 9	—24	— 40
1967 1st quarter	+ 2	—10	+14	+ 8
2nd quarter	+ 3	—13	+14	+ 4
3rd quarter	— 17	—18	—20	— 55
4th quarter				

Table 2. Changes in volume (at 1958 prices seasonally adjusted) of stocks held by manufacturing industry [a], [b], [f]

£ million

Period	ANALYSIS BY INDUSTRY GROUP							ANALYSIS BY TYPE OF ASSET		
	Food, drink and tobacco	Chemicals, and allied industries	Metal manufacture	Engineering, shipbuilding and vehicles	Textiles, leather and clothing	Other manufacturing industries	Total all manufacturing industries			
	Standard Industrial Classification Orders									
	III	IV	V	VI-IX	X-XII	XIII-XVI	III-XVI	Materials and fuel	Work in progress	Finished goods
Level of stocks at December 31, 1966	857	583	491	3,225	686	680	6,523	2,289	2,412	1,822
1960	+43	+42	+79	+263	+29	+58	+514	+219	+135	+160
1961	+ 9	+16	+13	+148	+ 9	+29	+224	+ 44	+ 93	+ 87
1962	+22	+ 2	—19	+ 41	—22	— 2	+ 22	— 60	+ 39	+ 43
1963	+56	—11	+ 1	+ 57	N/C	+10	+113	+ 3	+ 93	+ 17
1964	+ 5	+37	+29	+205	+49	+29	+354	+126	+154	+ 74
1965	— 4	+17	+20	+148	— 3	+38	+217	+ 36	+ 87	+ 93
1966	+ 7	+24	—15	+ 70	+17	+27	+129	— 18	+ 26	+120
1960 1st quarter	+ 2	— 2	+15	+ 62	+10	+ 8	+ 95	+ 45	+ 24	+ 26
2nd quarter	+12	+19	+17	+ 67	+10	+16	+141	+ 62	+ 40	+ 39
3rd quarter	+ 8	+16	+29	+ 58	+22	+15	+148	+ 70	+ 25	+ 53
4th quarter	+20	+10	+18	+ 76	—13	+19	+130	+ 40	+ 47	+ 43
1961 1st quarter	+ 7	+ 9	+12	+ 30	+ 1	+14	+ 72	+ 36	+ 37	N/C
2nd quarter	— 5	+ 8	+ 3	+ 33	+ 9	+18	+ 67	+ 15	+ 23	+ 30
3rd quarter	+10	+ 2	— 3	+ 34	— 2	+ 4	+ 45	+ 13	+ 19	+ 13
4th quarter	— 3	— 3	+ 1	+ 50	+ 1	— 7	+ 41	— 20	+ 15	+ 45
1962 1st quarter	+ 9	— 7	—14	+ 4	— 5	—11	— 24	— 21	— 8	+ 5
2nd quarter	+ 9	— 1	— 3	+ 30	— 4	N/C	+ 29	— 2	+ 25	+ 7
3rd quarter	+ 9	+ 5	— 6	+ 21	— 7	+ 3	+ 25	— 13	+ 17	+ 20
4th quarter	— 4	+ 5	+ 4	— 14	— 5	+ 6	— 9	— 24	+ 4	+ 11
1963 1st quarter	+ 5	+ 3	+ 1	+ 22	— 8	+19	+ 43	— 11	+ 23	+ 31
2nd quarter	+23	— 8	— 2	— 14	— 3	— 8	— 14	— 7	+ 7	— 14
3rd quarter	— 1	— 7	— 1	+ 4	+ 7	— 2	N/C	— 1	+ 19	— 18
4th quarter	+28	+ 1	+ 3	+ 46	+ 4	+ 2	+ 84	+ 22	+ 93	+ 18
1964 1st quarter	+10	+10	+ 9	+ 41	+ 8	+ 1	+ 80	+ 45	+ 32	+ 2
2nd quarter	— 5	+ 9	+16	+ 68	+21	+ 8	+118	+ 33	+ 47	+ 38
3rd quarter	N/C	+ 8	+ 1	+ 55	+ 5	+ 9	+ 77	+ 14	+ 39	+ 24
4th quarter	+ 1	+10	+ 2	+ 40	+14	+10	+ 78	+ 32	+ 36	+ 10
1965 1st quarter	—12	—18	+ 6	+ 43	+ 9	+11	+ 39	— 4	+ 47	— 4
2nd quarter	— 1	+30	— 2	+ 49	— 6	+10	+ 82	+ 31	N/C	+ 51
3rd quarter	+17	+ 4	+ 5	+ 26	— 6	+12	+ 61	+ 10	+ 31	+ 20
4th quarter	— 9	+ 1	+ 8	+ 30	N/C	+ 4	+ 35	— 1	+ 10	+ 26
1966 1st quarter	+11	+ 9	— 5	+ 18	+ 2	+12	+ 47	+ 7	+ 17	+ 23
2nd quarter	— 1	+11	—20	N/C	+ 1	+ 7	— 2	— 28	— 1	+ 26
3rd quarter	— 5	+ 6	+24	+ 47	+12	+ 7	+ 91	+ 33	+ 6	+ 52
4th quarter	+ 2	— 2	—15	+ 5	+ 2	+ 2	— 7	— 31	+ 4	+ 20
1967 1st quarter	+ 7	+ 4	— 6	+ 12	—13	— 1	+ 2	+ 11	+ 12	— 20
2nd quarter	— 1	—17	— 2	+ 28	— 4	— 2	+ 3	— 14	— 21	+ 38
3rd quarter	+17	+28	— 5	— 56	+13	—13	— 17	+ 2	— 11	— 9

(Continued on next page)

Table 3. Changes in the volume of stocks (at 1958 prices seasonally adjusted) held by wholesalers [a], [f]

£ million

SIC MLH			1st quarter	2nd quarter	3rd quarter	4th quarter	Year	Level of stocks at December 31, 1966
810	General wholesale distributors	1960	+ 8	+ 8	+17	— 6	+28	
		1961	+35	+ 8	— 1	—13	+30	
		1962	— 2	—12	+18	+ 5	+ 8	
		1963	— 4	+12	—14	+24	+18	
		1964	— 1	+ 5	+ 7	+39	+51	
		1965	— 7	— 3	+15	+13	+17	
		1966	+ 6	—13	+22	— 1	+14	714
		1967	—15	— 2	—10			
831	Dealers in coal, builders' materials, etc.	1960	— 1	+ 2	+ 3	+ 2	+ 5	
		1961	N/C	+ 3	N/C	— 1	+ 1	
		1962	+ 1	+ 2	+ 1	+ 3	+ 6	
		1963	+ 3	+ 2	— 4	+ 5	+ 7	
		1964	+ 5	N/C	+ 5	— 1	+ 8	
		1965	+ 1	— 1	+ 2	+ 4	+ 5	
		1966	+ 2	— 1	— 5	— 3	— 6	103
		1967	+ 1	— 5	— 2			
832	Dealers in industrial materials and machinery	1960	+ 4	— 1	+ 5	+14	+21	
		1961	+ 8	+ 8	— 5	+ 5	+15	
		1962	+ 5	+ 6	+11	— 2	+20	
		1963	— 2	+10	+10	+ 2	+20	
		1964	+ 7	+ 9	+ 7	+ 5	+29	
		1965	+ 6	+ 3	+ 8	+ 3	+20	
		1966	— 4	— 5	+ 8	— 5	— 6	304
		1967	+ 4	— 5	— 6			
	Total wholesalers	1960	+11	+ 8	+25	+10	+54	
		1961	+43	+19	— 6	— 9	+46	
		1962	+ 3	— 4	+29	+ 6	+35	
		1963	— 3	+24	— 8	+31	+44	
		1964	+10	+15	+20	+43	+88	
		1965	— 1	— 1	+25	+19	+42	
		1966	+ 4	—19	+25	— 9	+ 2	1,120
		1967	—10	—13	—18			

Table 4. Changes in value of stocks (at book values) held by manufacturers and distributors [a]

£ million

		1st quarter	2nd quarter	3rd quarter	4th quarter	Year	Level of stocks at December 31, 1966
Manufacturing (b)	1960	+125	+178	+127	+161	+591	
	1961	+110	+102	+ 46	+ 54	+312	
	1962	+ 9	+ 28	+ 12	+ 29	+ 78	
	1963	+ 69	+ 4	+ 16	+161	+250	
	1964	+138	+185	+116	+154	+593	
	1965	+124	+153	+108	+104	+489	
	1966	+162	+138	+ 69	— 4	+365	7,725
	1967	— 4	+ 6	+ 6			
Wholesaling (c)	1960	+ 8	+ 19	+ 55	— 20	+ 62	
	1961	+ 46	+ 21	+ 19	— 32	+ 54	
	1962	+ 9	+ 7	+ 44	— 14	+ 45	
	1963	— 4	+ 26	+ 28	+ 15	+ 65	
	1964	+ 17	+ 34	+ 67	+ 27	+145	
	1965	+ 2	+ 14	+ 62	— 4	+ 75	
	1966	+ 7	N/C	+ 49	— 38	+ 18	1,282
	1967	— 21	— 10	+ 12			
Retailing (d)	1960	+ 68	+ 15	— 19	— 20	+ 44	
	1961	+ 69	+ 36	— 10	— 34	+ 61	
	1962	+ 60	— 1	— 1	— 13	+ 45	
	1963	+ 56	— 6	— 13	+ 26	+ 63	
	1964	+ 55	+ 13	+ 7	+ 15	+ 90	
	1965	+ 69	— 5	+ 2	N/C	+ 66	
	1966	+ 81	+ 25	— 23	— 39	+ 44	1,362
	1967	+ 66	+ 7	— 41			
Total (e)	1960	+200	+212	+163	+122	+697	
	1961	+225	+159	+ 55	— 13	+426	
	1962	+ 77	+ 34	+ 55	+ 2	+169	
	1963	+121	+ 24	+ 32	+201	+377	
	1964	+209	+232	+189	+197	+828	
	1965	+195	+162	+173	+100	+629	
	1966	+250	+163	+ 95	— 81	+427	10,369
	1967	+ 41	+ 5	— 22			

Notes relating to Tables 1-4:

(a) The estimates are shown to the nearest £ million, but should not be regarded as accurate to this degree.
(b) Standard Industrial Classification Orders III-XVI.
(c) S.I.C. Minimum Listing Headings 810, 831, 832.
(d) S.I.C. Minimum List Heading 820.
(e) S.I.C. Orders III-XVI and XX.
(f) Care should be taken in using the industry figures in Tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments.

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Table 5. The relationship of manufacturers' stocks to manufacturing production

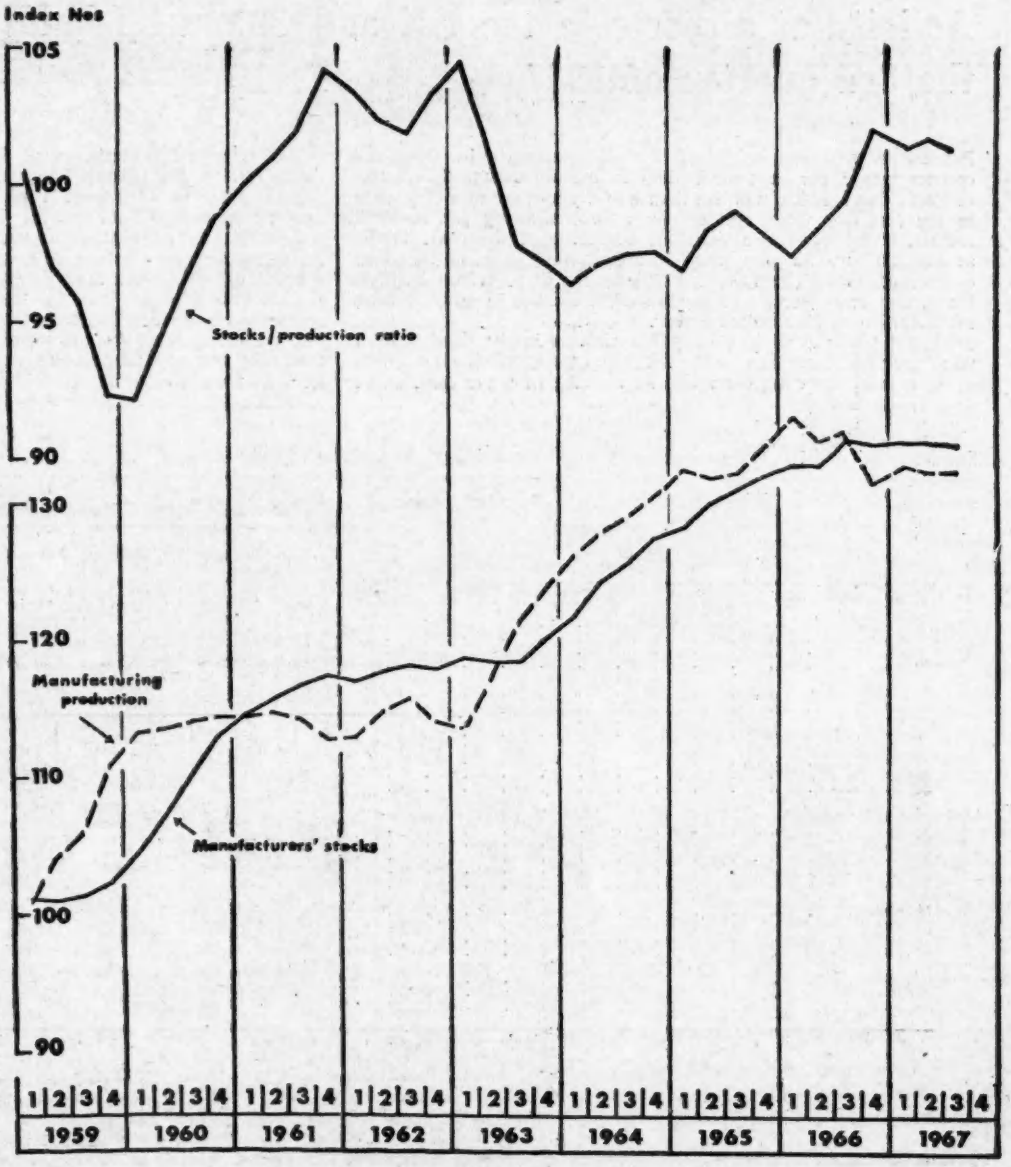
Period (quarters)		Index numbers 4th quarter 1957 = 100 Seasonally adjusted: Stock levels (at 1958 prices) (1)	Production (with 1958 net output weight) (1) & (2)	Ratio of stocks to production (3)
1956	1	95	99	95·6
	2	96	99	97·1
	3	97	98	98·4
	4	97	98	98·6
1957	1	99	100	98·9
	2	100	101	99·0
	3	100	102	98·1
	4	100	100	100·0
1958	1	101	101	100·1
	2	101	99	102·3
	3	101	99	102·6
	4	101	99	101·4
1959	1	101	100	100·5
	2	101	104	97·0
	3	101	106	95·7
	4	102	111	92·3
1960	1	104	113	92·0
	2	107	114	94·4
	3	110	114	96·7
	4	113	114	98·7
1961	1	114	114	100·0
	2	116	115	101·0
	3	117	114	102·1
	4	118	113	104·2
1962	1	117	113	103·5
	2	118	115	102·3
	3	118	116	101·9
	4	118	114	103·4
1963	1	119	114	104·6
	2	119	117	101·0
	3	119	121	97·7
	4	120	124	97·1
1964	1	122	126	96·4
	2	124	128	97·1
	3	126	129	97·5
	4	129	131	97·6
1965	1	128	133	96·8
	2	130	132	98·5
	3	131	133	99·1
	4	132	134	98·3
1966	1	133	136	97·5
	2	133	135	98·6
	3	135	135	99·6
	4	135	132	102·2
1967	1	135	133	101·4
	2	135	132	101·7
	3	135	133	101·4
	4			

Notes

(1) The index numbers of the level of stocks relate to the end of each quarter; the index of production refers to production during the quarter.

(2) The index of production with 4th quarter 1957 as the base has been converted arithmetically from the official 1958 based index linked to estimates for 1957 derived from the previous index based on 1954.

3) The index numbers of the stocks production ratios are calculated from unrounded estimates of the data in the previous two columns.



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A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at 1st April, 1967, but any later changes known to have come into operation are shown. **27s. 6d.** (by post **28s. 6d.**)

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Activity at airports in the UK and Channel Islands during the 3rd quarter of 1967

PASSENGER TRAFFIC at United Kingdom airports in the third quarter was 5 per cent more than in the corresponding quarter of 1966. This increase was less than half the average rate of growth in the last five years and confirms that, allowing for seasonal factors, traffic has fallen since the beginning of the year. Traffic at London area airports was 6 per cent more than in the third quarter of 1966. The fall in London area airports has been at Heathrow; passenger traffic at Gatwick continues to grow at rates in the region of 20 per cent a year.

Freight traffic at United Kingdom airports in the third quarter was 9 per cent less than in the third quarter of 1966. At London area airports, however, there was an increase of 6 per cent, all of it at Heathrow.

Air transport movements at United Kingdom airports have fallen during this year in line with the traffic. Movements in the third quarter of 1967 were 1 per cent more than a year earlier and the increase of 2 per cent for the first three quarters of the year was substantially less than the average increases in previous years. Air transport movements at London area airports in the third quarter of 1967 were 5 per cent higher than a year earlier and the increase of 6 per cent for the first three quarters of the year so far was not much less than the average annual increases of the last five years. Air transport movements at Heathrow have declined this year but at Gatwick, where the average size of aircraft is smaller, they have continued to increase fairly fast.

Detailed figures for September 1967 are given in the table below.

Summary of activity at aerodromes in the United Kingdom and the Channel Islands

	Aircraft Movements		Passengers Handled (1)			Freight (2) set down and picked up	Mail set down and picked up
	Total	Air Transport	Total	Terminal	Transit	Metric tons	
BOT and other UK aerodromes:							
1962 Year	800,309	449,261	14,441,457	13,793,411	648,046	343,758·6	29,245·0
1963 Year	817,601	457,742	16,170,463	15,506,152	664,311	360,044·4	30,746·0
1964 Year	884,211	480,191	18,324,628	17,649,174	675,454	399,089·5	32,556·5
1965 Year	956,572	507,515	20,642,236	19,918,240	723,996	418,199·5	34,498·2
1966 Year	1,093,258	556,236	23,356,260	22,581,575	774,685	517,195·3	40,328·4
1966 1st quarter	198,230	93,523	3,446,365	3,321,640	124,725	98,309·6	8,944·2
2nd quarter	312,233	158,974	6,615,330	6,397,126	218,204	156,816·7	11,386·0
3rd quarter	352,415	194,074	9,176,317	8,897,135	279,182	150,665·1	9,207·8
4th quarter	230,380	109,665	4,118,248	3,965,674	152,574	111,404·0	10,790·3
1967 1st quarter	243,420	102,868	3,891,223	3,757,029	134,194	100,529·3	9,142·5
2nd quarter	345,184	156,253	6,737,361	6,541,178	196,183	122,665·0	9,164·2
3rd quarter	377,162	195,183	9,662,883	9,395,556	267,327	136,944·7	8,931·0
London area aerodromes:							
1962 Year	230,602	173,209	8,103,173	7,956,725	145,448	111,917·9	19,852·4
1963 Year	242,251	183,620	9,263,298	9,106,492	156,806	133,848·7	20,982·6
1964 Year	273,111	204,354	10,677,810	10,506,540	171,270	165,274·0	22,266·0
1965 Year	298,241	221,744	12,040,630	11,859,222	181,408	204,248·4	23,794·4
1966 Year	320,205	243,106	13,600,918	13,396,224	204,694	248,243·0	26,524·3
1966 1st quarter	62,387	44,740	2,133,102	2,098,631	34,471	55,902·7	6,110·9
2nd quarter	88,025	66,099	3,749,736	3,688,377	61,359	66,889·0	6,285·3
3rd quarter	101,625	80,221	5,145,042	6,078,119	66,923	63,034·0	6,394·2
4th quarter	68,168	52,046	2,573,038	2,531,097	41,941	62,417·2	7,733·8
1967 1st quarter	68,267	49,606	2,404,999	2,370,312	34,687	58,465·5	6,483·2
2nd quarter	92,930	69,165	3,882,091	3,826,999	55,092	63,897·4	6,448·0
3rd quarter	106,746	84,038	5,443,789	5,371,418	72,371	67,125·3	6,355·9

(*Continued on page* 185)

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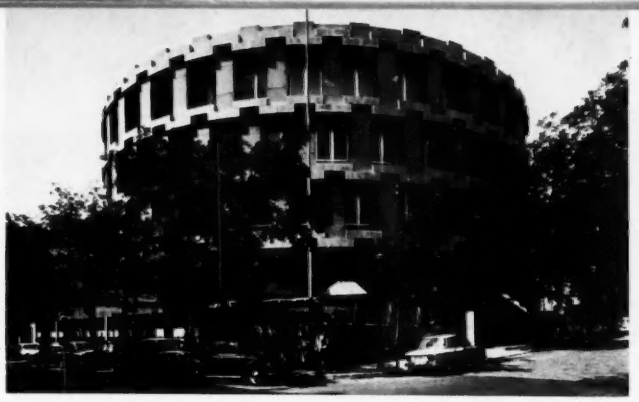
Herr Albrecht R. Pickert, general manager, explains a technical point to Mr. J. M. Fisher, British Consul-General, Düsseldorf, and Mr. K. Hagar, Vice-Consul (Commercial) during a visit to the works of R. & G. Schmöle Metallwerke, Menden, Westphalia. As a direct result of this visit an important British manufacturer was introduced to the German concern.



The British Embassy Madrid—an imposing building in the centre of the city.

Official export services—the links between home and abroad

Is THERE a market for my goods in this country? And how can I get into it? Commercial Officers, who are members of HM Diplomatic Service in over 200 embassies and consular posts overseas, are there to supply the information to answer these two basic questions, to make sure that the British exporter is kept aware of opportunities for his products and to smooth his path up to the point of actual sale.

The requirements may be basic, but the information needed to deal adequately with them comes in a multiplicity of forms. The Commercial Officer, the man out in the market with the local knowledge and the contacts, is there to ensure that the British manufacturer is given a service which, as well as being free and unbiased, is second to none. It is his job to know the ins and outs of his market, to know details of tariffs and quotas, to open up further business by reporting specific export opportunities and calls for tender, and to keep in constant touch with agents and potential customers for British goods. He provides advice on which important buyers should be invited to visit Britain and is also concerned with organizing the itinerary of outward trade missions. He also compiles status reports on the commercial standing of local firms who may be acting as agents for British exporters – an objective assessment from the man on the spot can be invaluable to a firm thinking of appointing agents in a new market.

This sifting and collecting of commercial information is part of a network taking in all the major trading centres of the world. At the centre of this network in London is the Export Services Branch of the Board of Trade, which is fed daily with the latest market information and export opportunities from the posts abroad.

The first step for newcomers in taking advantage of this up-to-date store of knowledge is to 'Call Export Intelligence', either at the nearest Board of Trade regional office or at Export Intelligence Headquarters at Export Services Branch in London.* These offices should always be contacted before approaching a post – the information needed may well be in this country already, but, where necessary, the post will be contacted for additional details. The Export Services Branch has a mailbag of over 50,000 letters a month from industry, ranging from agency requirements to inquiries about customs regulations, local taxation and methods of packaging, local likes and dislikes – it is as well, for instance, to be aware of unlucky colours in wrapping consumer goods such as the Chinese association of white and blue with death.

But the positive information coming in daily from the posts overseas is not kept until asked for. Details of export opportunities are published within 72 hours of receipt in the daily *Export Service Bulletin* and summarized weekly in the *Board of Trade Journal*. And to ensure that the right people hear of them, the Branch also contacts individual manufacturers whenever it can to see that the overseas customer gets what he wants.

How can the Commercial Officer assist the businessman when he visits the overseas market? A businessman calling on a Commercial Officer is given top priority – but it is obviously easier for the Officer to arrange introductions, make appointments and collect information if he is given advance notice. To get the best out of this service, Export Services Branch or the Board's nearest regional office should be told of the visit in good time; they can provide a good deal of information about the country, including 'Hints to Businessmen', a series of some 90 free booklets based on information supplied by the overseas officers giving guidance to the traveller and concise facts about the economy of their territories. The Board of Trade will then ensure that the impending visit and the visitor's requirements are notified to the Commercial Officers. (Some major posts receive about 100 business visits a week.)

The Commercial Officer keeps himself informed about the activity of British firms operating in his market either through their local branches or their agents and in answering their inquiries. But his links with industry at home are strengthened by the duty tours he makes in Britain every two years. He then has a programme of visits to firms when he can brief them on conditions in his territory. Details of visits by overseas officers to this country are published in the *Journal* from time to time and firms are invited to request a talk with them.

The strength of this network of commercial intelligence is the Commercial Diplomatic Officers on the spot in the principal trade centres of the world feeding information back to British industry in answer to their inquiries and reporting positive export opportunities to them. The Export Services Branch and the regional offices of the Board of Trade are the bridge for industry to use in getting their inquiries processed. Businessmen keen to take advantage of new openings offered by devaluation will find these Government services eager to help them in their search for new outlets for their products abroad.

How can the exporter play his full part in selling his goods abroad? Following is the basic action which the overseas post would expect him to take.

1. Contact the Board of Trade regional office, or ESB.
2. Get Board of Trade guidance on planning his trip, which means giving sufficient notice of his journey, and letting the post have details of his firm, its products, etc.
3. Study the literature available from the Board of Trade, including the invaluable 'Hints to Businessmen'.
4. Prepare either foreign language versions of his trade literature or, at least, inserts for inclusion in them.
5. Consult the Board of Trade regional officer on how to sell abroad. He should be careful not to oversell, to adjust his behaviour to the market, and to be quite clear on what he may expect from posts in the way of help.
6. Take the post fully into his confidence, telling them not only of the results of his visit but also any subsidiary information which he might have picked up.
7. The post will provide information on agents and distributors, but the appointment of them remains the sole responsibility of the manufacturer.

*Addresses of Board of Trade Regional Offices are published regularly in the *Journal*. The last list appeared in the January 5 issue. Export Intelligence Headquarters are at the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. 01-248 9633; telex 885143 BOTHILLGATE Ldn).

1

2

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1. Relaxing before take-off on a demonstration flight of the Hawker Siddeley 125 Executive Jet are Mr. A. J. Turpin, Minister (Economic and Commercial), New Delhi, with Mr. G. B. Singh, Controller of Aerodromes, Government of India.

2. During his visit to the International Motor Show, Turin, last November, Mr. J. J. Sinclair (right), HM Consul, Turin, talked with representatives on the Formula Steering stand.

3. Opening a WIMPY snackbar in Hamburg, Mr. K. W. Chesterman, HM Consul (Commercial), is watched by Miss United Kingdom 1967 and Mr. Jan Herlaar, general manager of WIMPY Europa.

4. Mr. T. H. Abraham (left), British Vice-Consul, examines British hand-made leather gift articles at the ELMIA fair, Jönköping, Sweden, last year in company with, left to right: Mr. S. Lagerberg, Mayor of Jonkoping, and Mr. S.-E. Nilsson, Cabinet Minister without portfolio.

5. Overseeing the installation of British exhibits in the Machine Tool and Mechanical Engineering Exhibition, Johannesburg, are Mr. J. T. Hyslop, HM Consul (Commercial), and Mr. D. J. Skinner, HM Vice-Consul (Commercial).

6. An American business visitor in the Commercial Enquiry Room of the British Consulate-General, New York, which handles over 750 telephone inquiries a week and between 70 and 80 visitors.

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1. Following hard upon the recent visit to Australia of the British Hand Tool Manufacturers' Mission, Mr. Sidney Hindle (right)—a locally-based Commercial Officer—shows off a Spear & Jackson saw to an interested visitor to the British High Commission office in Brisbane.
Photograph courtesy Australian Electrical World.

2. Four British companies joined in a store promotion of domestic electrical equipment in Magasin du Nord, Copenhagen, one of Denmark's leading departmental stores. The Commercial Counsellor, Mr. Gordon Booth, and his wife, with executives of Magasin du Nord, here see Kenwood food preparation machines being demonstrated.

3. Mr. Wilson and Mr. Kosygin arriving at the British Industrial Exhibition in Moscow. On Mr. Kosygin's left is the Commercial Counsellor of the British Embassy, Mr. A. K. Rothnie, and on Mr. Wilson's right Mr. R. Q. Braithwaite, at that time First Secretary (Commercial).

4. Sir Peter Garran, British Ambassador to The Hague, was given a demonstration of the construction of the Gogo chair by Mr. David Evans, managing director of Evans of High Wycombe, when he visited the Utrecht Furniture Fair last year.

5. Mr. E. Sniders, HM Counsellor (Commercial), greeting the Mayor of Vienna, Herr Bruno Marek, at the information stand of the British Pavilion at the Vienna Autumn Fair last year.

6. A Commercial Officer from the British Embassy, Paris (right), discussing imports at Oppenheimer, a wholesale importer in Paris.

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Letters of appreciation

Below are a few extracts from the many letters of appreciation which official posts overseas receive regularly from UK exporters.

AUSTRALIA

Thank you very much indeed for your letter and for having written to Professor Allen-Williams on our behalf.

We consider our visit to Perth recently to have been not only enjoyable, but to have resulted in promising developments of which we may be able to tell you more later. Both Henry Olivier and I feel indebted to you for your great interest in our affairs and for the very considerable help you gave us in Western Australia.

Sir Alexander Gibb & Partners.

NORTH AMERICA

I should like to express my gratitude to you and your department for easing our very minor effort to commence exporting on our visit to Canada and America. Undoubtedly the experience, as you suggested, will prove to be well worthwhile.

There is undoubtedly usage over there for our products, but without the assurance of the visit, it could have been very chancy and probably ill-conceived.

We did make use of your Montreal and Ottawa letters of introduction to your counterparts and we found both to be most reassuring in their encouragement and experience of the market.

Earby Light Engineers Ltd., Colne.

SOUTH AFRICA

I should like to write and advise you how particularly pleased I am to be able to report that on my recent South African tour, the assistance given me by your various Commercial Consuls throughout my trip far exceeded my expectations. At all points a comprehensive list of appointments had been prepared for me, and I am glad to report that as a result of the efforts of your officers, good business was obtained during my tour.

Always Welding Limited, Ash, Nr. Aldershot.

AUSTRIA

Now we are back at our desks, I am writing to let you know how sincerely grateful we all are for the splendid efforts made on our behalf. Thanks to you all the venture was a great success and we certainly enjoyed a quick and powerful introduction to the Austrian market. Every member of the Manchester team left Vienna very satisfied and full of praise for the efficient and thorough way which matters had been prepared and handled during our stay.

Manchester Chamber of Commerce

FRANCE

We should like to take this opportunity of once again expressing our admiration for the efficiency of your service. We are sure that there is no other organization, national or international, which could have provided us instantly on the 'phone, with a status report of the firm we were inquiring about this morning. This was all the more appreciated since the matter was of some urgency.

We have had on a number of occasions during the past six years, similar reasons to feel grateful to you for your rapid, efficient and courteous service and we should, therefore, like to place this on record.

Littlewoods Mail Order Stores Limited, Liverpool.

ICELAND

I should like to take this opportunity to express thanks, on behalf of the Group of Companies by whom I am employed, for the excellent assistance which was given to my colleague and myself during our recent visit to Reykjavik.

We had a most rewarding visit, but our success was only made possible by the efforts of Mr. ———, who initiated all the contacts we visited.

The estimated result of our 48-hour visit was approximately £10,000 in sculptures, with a further £10,000-£20,000 to follow in the very near future, with the opportunity to supply approximately £100,000 worth of building materials during the next 12 months. This attainment was far in excess of anything we visualized and has opened the door for even greater sales possibilities.

Once again may I repeat my very sincere thanks and appreciation of all the effort that was put out to help us at such short notice.

E. Pollard & Company Limited, Basingstoke.

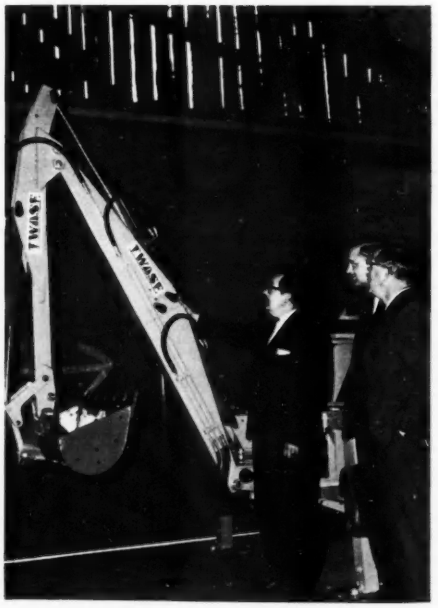
SWITZERLAND

Thank you very much indeed for your letter giving a report on the Swiss market for carpets.

We are very grateful to you for the trouble to which you have gone – this is one of the most complete reports which we have received, supported as it was by illustrations of the types of design on offer, and gives us a far better insight into the market than we have so far been able to obtain.

As soon as we have studied the report and completed our schedule of proposed visits to Continental markets, we shall be pleased to contact you again for further assistance.

William Goodacre & Sons Limited.



Left: Commercial Consuls in New York City discuss the United States market with leaders of the 1967 Westminster Chamber of Commerce Mission to the United States in the British Government offices. Left to right: Mr. B. B. Cole, overseas trade secretary, Westminster Chamber of Commerce; Mr. G. Finlayson, Consul (Commercial); Mr. Peter Dew, chairman, Grampian Press and leader of the mission; Mr. Paul H. G. Wright, director-general, British Information Services; Mr. E. V. Notcutt, secretary general, Westminster Chamber of Commerce; and Mr. Ewen Fergusson, Consul (Commercial).
Right: Mr. M. J. Wilmshurst, First Secretary (Commercial), Bogota, visited the Tiverton factory of E. V. Twose (Manufacturing) Ltd. in November of last year. He is seen here (centre) looking at the Twose 190 digger with Mr. R. W. H. Lockyer (left), director of the company, and Mr. L. Eggleton, Board of Trade.

Summary of activity at aerodromes in the United Kingdom and the Channel Islands September 1967

		Aircraft Movements		Passengers Handled (1)			Freight (2) set down and picked up	Mail set down and picked up
		Total	Air Transport	Total	Terminal	Transit	Metric tons	
BOT and other UK aerodromes	1967	113,297	59,950	2,955,930	2,873,605	82,325	47,640·6	3,080·2
	1966	106,070	58,477	2,709,044	2,625,751	83,293	47,160·9	3,096·9
London area aerodromes	1967	34,027	26,725	1,747,945	1,725,036	22,909	23,717·0	2,198·0
	1966	32,339	25,310	1,607,088	1,585,646	21,442	20,976·9	2,103·9
•London (Heathrow)		23,363	21,905	1,458,005	1,435,987	22,018	22,231·5	2,143·7
•London (Gatwick)		7,327	4,713	287,330	286,439	891	1,455·6	54·3
•Stansted		3,117	42	2,533	2,533	—	29·9	—
Westland Heliport, London		220	65	77	77	—	—	—
Other UK aerodromes:								
Aberdeen (Dyce)		1,431	344	12,107	10,397	1,710	50·1	9·0
•Belfast (Aldergrove)		2,519	2,194	100,900	100,852	48	3,004·5	212·1
Benbecula		141	96	2,714	1,124	1,590	9·0	2·6
•Birmingham		4,267	1,468	66,019	64,462	1,557	314·3	—
•Blackpool		4,909	852	25,754	25,114	640	82·0	—
•Bournemouth (Hurn)		2,953	97	3,502	3,502	—	2·5	0·3
•Bristol (Lulsgate)		3,278	1,095	24,142	15,735	8,407	161·6	—
Brough		1,542	143	2,790	2,276	514	2·0	—
•Cambridge		4,886	82	1,330	1,072	258	69·8	—
•Coventry		1,992	48	1,179	1,062	117	7·1	—
•East Midlands (Castle Donington)		2,460	750	24,142	23,634	508	249·0	0·1
•Edinburgh (Turnhouse)		5,548	1,012	59,615	58,587	1,028	244·0	80·4
•Glamorgan (Rhoose)		2,151	747	18,316	17,361	955	29·8	0·1
•Glasgow (Abbotsinch)		4,101	3,190	151,097	149,349	1,748	1,086·1	161·0
Hawarden		480	266	1,932	1,198	734	35·6	—
Inverness (Dalcross)		367	193	6,130	4,801	1,329	17·9	—
Islay (Port Ellen)		110	88	1,835	1,812	23	7·1	3·3
•Isle of Man (Ronaldsway) (3)		1,805	1,559	53,147	51,942	1,205	302·6	16·9
Kirkwall		278	200	5,672	5,269	403	52·3	13·1
•Leeds/Bradford		3,432	1,116	41,639	40,124	1,515	185·7	—
•Liverpool		3,753	1,731	54,126	51,931	2,195	1,371·6	64·2
•Luton		3,820	1,069	67,936	66,951	985	28·8	—
•Lydd		2,429	2,369	20,164	20,164	—	6,597·0	—
•Manchester		5,018	3,850	186,523	178,458	8,065	2,771·2	262·9
•Newcastle (Woolsington)		2,097	797	40,107	39,499	608	204·2	—
Penzance Heliport		358	352	7,632	7,632	—	7·9	1·6
•Portsmouth		640	135	3,625	3,625	—	0·4	—
•Prestwick		1,948	1,148	54,139	36,214	17,925	763·6	27·4
Scilly Isles (St. Mary's)		405	352	7,632	7,632	—	7·9	1·6
•Southampton		2,047	1,669	43,002	41,427	1,575	1,681·5	1·2
•Southend		3,918	3,344	100,986	100,986	—	5,502·1	—
Stornoway		220	98	3,551	3,390	161	13·5	5·6
Sumburgh		80	68	2,267	2,267	—	14·6	11·9
Swansea		1,825	160	1,519	1,360	159	0·1	—
•Tees-side (Middleton)		1,605	198	4,490	4,273	217	37·9	—
Tiree		148	129	785	484	301	0·8	0·4
Wick		309	216	5,539	2,603	2,936	8·5	6·5
Channel Islands aerodromes (4)	1967	..	6,549	237,706	222,271	15,435	1,759·6	..
	1966	..	6,313	220,354	208,552	11,802	1,720·3	..
Alderney		..	397	4,083	4,082	1	8·3	..
Guernsey		..	1,981	61,523	53,340	8,183	577·5	..
Jersey		..	4,171	172,100	164,849	7,251	1,173·8	..

NOTE::
(1) Revenue and non-revenue passengers on air transports movements only. Each passenger in transit through a reporting aerodrome is counted once only.
(2) Commercial freight set down and picked up on air transport movements only.
(3) Isle of Man (Ronaldsway) figures include diversions to Jurby.
(4) Channel Islands figures are included by courtesy of the CI Airports authorities.
• = UK Customs Airports. .. = Not available. — = Nil or negligible.

Sales by wholesale textile houses

SALES BY WHOLESALE textile houses in November showed a decrease of 2 per cent on a year earlier, compared with decreases of 3 per cent and 7 per cent in October and September respectively.

Table 1. Total sales and stocks

Index numbers (average 1950 = 100) and percentage changes compared with a year earlier.

	Value of sales (Total Home Trade)		Value of stock (at end period) (b)	
		%		%
1965 Year	113	+ 1	..	..
1966 Year	110	— 3	..	..
1966 4th quarter	128	— 7	140	+18
1967 1st quarter	92	— 8	158	+ 8
2nd quarter	91	— 9	137	Nil
3rd quarter	104	— 6	149	— 7
1966 November	133	— 6	149	+14
December	107	—14	140	+18
1967 January	67	— 6	143	+15
February	89	— 3	154	+ 9
March	120	—13	158	+ 8
April	95	— 8	150	+ 7
May	89	—13	151	+ 5
June	88	— 6	137	Nil
July	73	— 7	142	— 4
August	100	— 4	148	— 7
September	138	— 7	149	— 7
October	140	— 3	132	—11
November	130	— 2	129	—13

The value of stocks at the end of November was 13 per cent lower than a year earlier.

Notes:

These statistics are prepared by the Textile Distributors' Association. Inquiries should be addressed to the Secretary, The Textile Distributors' Association, 75 Cannon Street, London, E.C.4 (Tel. 01-248 4444).

Table 2. Analysis by department

Percentage changes compared with a year earlier.

	Sales		Stocks (b)
	Nov. 1967	Jan. 1 to Nov. 30	Nov. 1967
	%	%	%
Women's knitted outerwear, blouses and skirts	— 5	—10	—10
Women's coats, costumes, furs and raincoats	—11	—13	—32
Women's underwear	—11	—15	—25
Women's hose and children's socks	+ 2	+ 2	+18
Women's millinery	—14	— 9	—22
Haberdashery, ribbons and wool	Nil	— 7	—25
Children's wear	—14	— 8	—11
Men's and boys' shirts, pyjamas and outfitting	— 7	— 6	—15
Gloves	—21	—17	— 9
Piece-goods and nets	+45	+ 1	—28
Household textiles	Nil	— 7	—18
Floor-coverings, furniture and hardware	+ 4	— 3	— 4
Grand total (a)	— 2	— 6	—13

Notes: (a) Including some items not included among the sub-headings. (b) Values at cost.

Metal working machine tools, deliveries and orders in November

THE MINISTRY of Technology provisionally estimate that in November 1967 total deliveries of machine tools amounted to £13½ million and net new orders to about £12½ million. Orders on hand fell by £1 million to £91 million at the end of the month, 12 per cent lower than a year earlier.

On a seasonally adjusted basis deliveries in the latest three months at an average of £13½ million were only slightly above the previous three months, and are now flattening off after rising during the earlier months of 1967. Net new orders showed a substantial rise over the same period due largely to the exceptionally high export orders in September, but also reflecting an improvement in orders for the home market, where an improvement over recent low levels is needed if deliveries are not to start to fall off during 1968.

Home market

Deliveries to the home market in November were just under £10 million seasonally adjusted. Although below the extremely high October figure this still made the average of the latest three months 6 per cent above the previous three months indicating a continued upward trend. Net new orders rose to £9¼ million, almost closing the gap with home deliveries, and the latest three months averaged 5 per cent more than the previous three months. Thus the decline in orders on hand was slowed down but at the end of November, at £50 million, were about a third lower than a year earlier and still equivalent to only five months' work.

Export market

Deliveries for export seasonally adjusted were nearly £3½ million, about the same as in the previous two months, making the average for those three latest months 10 per cent below the previous three months. Net new orders fell to under £3 million, so that orders on hand fell back slightly to just over £41 million, but were still about 40 per cent higher than November 1966 and equivalent to around a year's work in hand. However when the big Russian orders come up for delivery, the total figures for the export deliveries could fluctuate sharply, quickly reducing the orders on hand.

The current monthly figures shown in the tables are based on returns made to the Ministry of Technology by firms accounting for about 65 per cent of deliveries and include estimates for the remainder of the industry. These monthly estimates are revised in the light of more complete information obtained from the quarterly inquiry covering metal-working machine tools.

Table 1. Metal working machine tools deliveries and orders: recorded figures

£ million

	Deliveries			Orders outstanding (end of period)			Net new orders (1)		
	Total	For Export	Home	Total	For Export	Home	Total	For Export	Home
1962	127·2	35·5	91·7	88·3	34·7	53·6	98·5	38·1	60·4
1963	114·2	39·2	75·0	69·0	29·2	39·8	94·9	33·7	61·2
1964	121·7	37·8	83·9	86·6	29·5	57·1	139·3	38·2	101·1
1965 (2)	141·3	40·7	100·6	104·2	28·9	75·3	157·7	39·6	118·1
1966	149·1	35·8	113·3	100·6	29·5	71·1	145·5	36·4	109·1
1966 1st quarter	37·9	9·1	28·8	104·9	28·3	76·6	38·6	8·5	30·1
2nd quarter	35·6	7·9	27·7	107·7	30·0	77·7	38·3	9·6	28·7
3rd quarter	37·4	9·4	28·0	105·4	30·3	75·1	35·2	9·7	25·5
4th quarter	38·2	9·4	28·8	100·6	29·5	71·1	33·4	8·6	24·8
1967 1st quarter (3)	40·8	12·2	28·6	91·0	28·6	62·4	30·3	11·0	19·3
2nd quarter	37·3	10·7	26·6	94·9	34·3	60·6	41·1	16·4	24·7
3rd quarter*	38·1	10·9	27·2	93·7	41·2	52·5	36·9	17·8	19·1
4th quarter									
1966 January	10·9	2·5	8·4	106·5	29·5	77·0	13·2	3·1	10·1
February	11·6	3·0	8·6	104·1	28·3	75·8	9·1	1·8	7·3
March	15·4	3·6	11·8	104·9	28·3	76·6	16·3	3·6	12·7
April	10·5	2·2	8·3	107·5	29·6	77·9	13·1	3·6	9·5
May	12·0	2·8	9·2	107·3	30·2	77·1	11·8	3·4	8·4
June	13·1	2·9	10·2	107·7	30·0	77·7	13·4	2·6	10·8
July	11·3	2·6	8·7	110·8	30·9	79·9	14·4	3·5	10·9
August	11·2	3·1	8·1	108·8	30·9	77·9	9·2	3·1	6·1
September	14·9	3·7	11·2	105·4	30·3	75·1	11·6	3·1	8·5
October	12·3	3·4	8·9	103·9	30·2	73·7	10·8	3·3	7·5
November	12·8	3·1	9·7	103·1	29·9	73·2	12·1	2·9	9·2
December	13·1	2·9	10·2	100·6	29·5	71·1	10·5	2·4	8·1
1967 January (3)	12·9	3·4	9·5	98·5	30·1	68·4	9·9	3·8	6·1
February	12·1	4·0	8·1	95·1	28·7	66·4	8·7	2·5	6·2
March	15·8	4·8	11·0	91·0	28·6	62·4	11·7	4·7	7·0
April	10·6	3·3	7·3	90·9	27·9	63·0	10·6	2·7	7·9
May	14·2	4·2	10·0	93·1	30·4	62·7	16·3	6·6	9·7
June	12·5	3·2	9·3	94·9	34·3	60·6	14·2	7·1	7·1
July*	11·6	3·2	8·4	94·2	34·9	59·3	10·9	3·8	7·1
August*	12·1	3·9	8·2	92·6	34·2	58·4	10·6	3·2	7·4
September*	14·4	3·8	10·6	93·7	41·2	52·5	15·4	10·8	4·6
October*	13·5	3·2	10·3	92·2	42·0	50·2	11·9	3·9	8·0
November*	13·6	3·3	10·3	91·1	41·3	49·8	12·4	2·6	9·8
December									
December 1966-November 1967*	156·3			91·1	41·3	49·8	143·2		
December 1965-November 1966	149·3			103·1	29·9	73·2	147·6		
Percentage change (3)	+5			—12	+38	—32	—3		

*Provisional.
(1) Figures are derived from deliveries and the change in orders on hand during the period. (Before rounding.)
(2) Between December 1964 and January 1965 there is a small increase (under 5 per cent) due to the inclusion of additional firms.
(3) As from January 1, 1967, more complete information is being collected about the division of deliveries between home and export. The figures for home and export deliveries and net net orders before and after this date are not therefore strictly comparable. The figures for total deliveries, total net new orders, and home and export orders on hand are unaffected.

Table 2. Metal working machine tools orders and deliveries: seasonally adjusted

£ million

	Deliveries			Orders outstanding (end of period)			Net new orders (1)		
	Total	For Export	Home	Total	For Export	Home	Total	For Export	Home
1962	127·2	35·5	91·7	88·9	34·4	54·5	98·1	37·9	60·2
1963	114·2	39·2	75·0	69·7	29·0	40·7	95·0	33·8	61·2
1964	121·7	37·8	83·9	87·8	29·5	58·3	139·8	38·3	101·5
1965 (2)	141·3	40·7	100·6	105·8	28·8	77·0	159·3	40·0	119·3
1966	149·1	35·8	113·3	102·2	29·4	72·8	145·5	36·4	109·1
1966 1st quarter	35·1	8·1	27·0	106·9	29·1	77·8	36·3	8·5	27·8
2nd quarter	37·2	8·4	28·8	108·0	29·7	78·3	38·2	8·9	29·3
3rd quarter	39·4	9·9	29·5	104·8	29·4	75·4	36·1	9·6	26·5
4th quarter	37·4	9·4	28·0	102·2	29·4	72·8	34·9	9·4	25·5
1967 1st quarter (3)	38·0	11·0	27·0	94·1	29·7	64·4	28·8	11·0	17·8
2nd quarter	39·1	11·5	27·6	95·5	33·4	62·1	40·5	15·2	25·3
3rd quarter*	40·3	11·6	28·7	93·4	39·5	53·9	38·1	17·6	20·5
4th quarter									
1966 January	11·1	2·4	8·7	106·8	29·4	77·4	12·2	3·0	9·2
February	11·2	2·7	8·5	105·2	28·9	76·3	9·6	2·3	7·3
March	12·8	3·0	9·8	106·9	29·1	77·8	14·5	3·2	11·3
April	11·7	2·7	9·0	108·4	29·8	78·6	13·1	3·4	9·7
May	12·2	2·9	9·3	108·1	29·9	78·2	11·9	2·9	9·0
June	13·3	2·8	10·5	108·0	29·7	78·3	13·2	2·6	10·6
July	12·4	3·0	9·4	108·0	30·0	78·0	12·4	3·4	9·0
August	13·3	3·5	9·8	105·7	29·7	76·0	11·0	3·2	7·8
September	13·7	3·4	10·3	104·8	29·4	75·4	12·7	3·0	9·7
October	13·0	3·5	9·5	103·2	29·1	74·1	11·4	3·2	8·2
November	12·5	3·3	9·2	102·9	29·1	73·8	12·2	3·2	9·0
December	11·9	2·6	9·3	102·2	29·4	72·8	11·3	3·0	8·3
1967 January (3)	13·2	3·3	9·9	99·1	30·0	69·1	9·1	3·6	5·5
February	11·7	3·6	8·1	96·8	29·6	67·2	9·3	3·2	6·1
March	13·1	4·1	9·0	94·1	29·7	64·4	10·4	4·2	6·2
April	12·0	4·0	8·0	92·6	28·2	64·4	10·5	2·5	8·0
May	14·4	4·3	10·1	94·2	29·6	64·6	16·0	5·7	10·3
June	12·7	3·2	9·5	95·5	33·4	62·1	14·0	7·0	7·0
July*	12·8	3·7	9·1	92·2	33·4	58·8	9·4	3·6	5·8
August*	14·3	4·4	9·9	90·6	32·2	58·4	12·8	3·3	9·5
September*	13·2	3·5	9·7	93·4	39·5	53·9	15·9	10·7	5·2
October*	14·2	3·3	10·9	91·8	40·0	51·8	12·6	3·8	8·8
November*	13·2	3·4	9·8	91·0	39·5	51·5	12·4	2·9	9·5
December									
Average of the latest 3 months*	13·5	3·4	10·1	91·0	39·5	51·5	13·6	5·8	7·8
Average of the previous 3 months*	13·3	3·8	9·5	90·6	32·2	58·4	12·0	4·6	7·4
Percentage change	+2	—10	+6	N/C	+23	—12	+13	+25	+5

* Provisional
(1) Figures are derived from deliveries and the change in orders on hand during the period. (Before rounding.)
(2) Between December 1964 and January 1965 there is a small increase (under 5 per cent) due to the inclusion of additional firms.
(3) As from January 1, 1967, more complete information is being collected about the division of deliveries between home and export. The figures for home and export deliveries and net new orders before and after this date are not therefore strictly comparable, the figures for the total deliveries, total net new orders, and home and export orders on hand are unaffected.

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'Knowledge is of two kinds. We know a subject ourselves, or we know where we can find information upon it.' – Dr. Samuel Johnson, April 18, 1775.

Dr. Johnson did not, of course, know the National Reference Library of Science and Invention (Holborn Division), which was set up in 1855 under the name of the Patent Office Library, but he was clearly in sympathy with its function. 138,000 people in 1966 came to find scientific and technical information available on the Library's shelves. Ten miles of literature, including 9,000 current periodicals, are freely open to the public without formality. Photocopies at 9d. a page can be provided quickly by post and immediately to personal callers. Do your staff make enough use of these facilities? The Library is at Southampton Buildings, Chancery Lane, London, W.C.2. Hours are 10 a.m. to 9 p.m. weekdays, 10 a.m. to 1 p.m. Saturdays.

DETAILED STATISTICS OF UNITED KINGDOM OVERSEAS TRADE

Each month the Overseas Trade Accounts give a considerable amount of detail about United Kingdom imports, exports, re-exports and commodities and, for many of them, the most important countries of consignment.

The information in the accounts is, in fact, a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Statistical Classification for Imported and Re-exported Goods (which has about 3,000 headings) and the Export List (2,900 headings); there are 192 specified countries of consignment.

This fully detailed information is not published on a monthly basis but, when circumstances allow, HM Customs and Excise can supply detailed information about trade under individual headings of the Import Classification and the Export List and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Applications should be made to the Statistical Office (Bill of Entry Section), HM Customs and Excise, 27 Victoria Avenue, Southend-on-Sea (Tel. Southend (0702) 49421, Ext. 316 or Imports and Re-exports, Ext. 314 for Exports, Telex 99112 CUSEX Southend).

Shell strike it rich at Middlesbrough!

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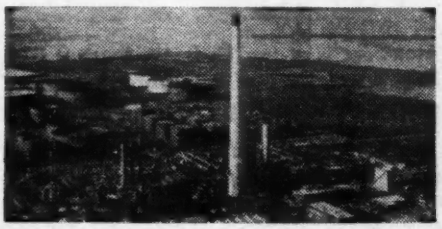


Teesport Oil Refinery, built on 170 acres of land reclaimed from the river Tees.

Everything points to the new North East

NEDC 17

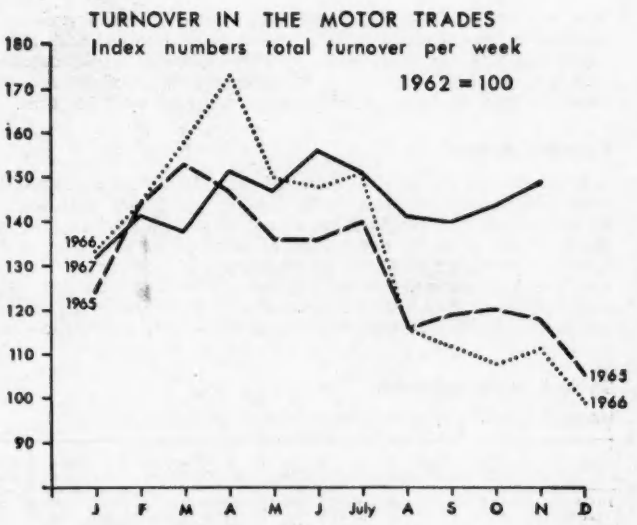
Turnover of the motor trades in November

THE TOTAL turnover of the motor trades in November was 34 per cent higher than in November 1966, an increase which continued the improvement shown since August 1967.

Sales of new vehicles, normally low in November, were 77 per cent above the depressed level of November 1966, and 12 per cent above the monthly average for the third quarter.

Sales of second hand vehicles were 47 per cent higher than in November 1966, an increase in line with those recorded since August 1967.

Sales of petrol, oil, and accessories, together with receipts from servicing and repairs showed a 6 per cent increase over the corresponding month of the previous year. This increase was similar to that shown in October and reflects the continued growth of this part of motor traders' business.



INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL.

Index numbers of turnover per week and percentage changes on a year earlier (a)

1962 = 100

Kind of business (Turnover in 1962 £ million)	Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Total turnover	1963	112	105	125	113	104	89	101	121	124	132	120	124	110	107	112	112	92
(£2,979 million)	1964	127	128	141	125	114	116	132	134	147	138	139	134	120	122	118	127	100
	1965	130	141	140	125	114	124	144	153	147	136	136	140	116	119	120	119	105
	1966	133	146	157	125	106	133	144	158	173	150	149	151	116	112	108	111	99
	1967	145(b)	137	152	144		132	141	138	151	147	156	153	142	140	144	149	
	1966	+3	+3	+12	Nil	—7	+7	Nil	+3	+17	+10	+10	+8	Nil	—6	—10	—7	—5
	1967	+6(c)	—6	—3	+15		—1	—2	—13	—12	—2	+4	+1	+22	+25	+33	+34	
Analysis of Turnover:	1963	119	116	142	114	106	96	111	136	145	153	130	132	104	107	118	115	89
Sales of new motor vehicles	1964	143	154	167	132	118	136	158	166	185	157	160	148	122	128	123	142	95
(£1,119 million)	1965	138	172	151	122	109	144	176	192	165	142	147	149	105	113	116	117	96
	1966	136	173	178	112	80	155	166	192	227	160	154	163	92	87	82	88	72
	1967	148(b)	145	159	139		139	150	145	161	156	161	151	136	133	143	156	
	1966	—2	Nil	+18	—8	—26	+7	—6	Nil	+38	+12	+4	+9	—12	—23	—29	—25	—24
	1967	+4(c)	—16	—10	+24		—10	—10	—25	—29	—2	+5	—7	+47	+53	+74	+77	
Sales of secondhand motor vehicles	1963	108	103	127	111	93	72	97	132	127	137	119	124	111	100	103	104	75
(£568 million)	1964	120	124	142	118	96	104	135	132	145	146	136	130	114	113	105	111	75
	1965	119	132	142	110	93	107	138	148	162	142	126	127	104	102	105	98	79
	1966	119	135	153	103	85	111	138	151	158	154	148	129	94	91	89	92	76
	1967	138(b)	124	150	141		105	134	133	148	143	158	148	138	139	135	135	
	1966	Nil	+2	+8	—6	—8	+4	Nil	+2	—3	+9	+17	+1	—10	—10	—16	—6	—3
	1967	+12(c)	—8	—2	+37		—6	—3	—12	—6	—7	+7	+15	+47	+54	+52	+47	
All other sales and receipts	1963	107	96	110	113	108	90	95	103	106	112	112	117	114	110	111	112	103
(£1,292 million)	1964	116	106	118	122	118	104	109	106	114	118	122	124	121	121	119	120	115
	1965	127	118	129	133	128	115	119	121	126	129	131	137	130	132	131	131	124
	1966	138	128	140	146	137	124	126	132	133	141	146	151	146	143	139	140	133
	1967	145(b)	136	146	150		138	137	134	144	141	151	156	149	145	148	149	
	1966	+8	+8	+9	+10	+7	+8	+6	+9	+5	+9	+11	+10	+12	+8	+6	+7	+7
	1967	+4(c)	+6	+2	+2		+11	+8	+2	+9	Nil	+3	+4	+2	+2	+6	+6	

(a) The periods covered by the index numbers consist of either four or five weeks each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by November 1967 turnover was the four weeks from October 29, 1967, to November 25, 1967; the corresponding period in 1966 was from October 30, 1966, to November 26, 1966.
(b) Index numbers for period January to November 1967.
(c) Percentage change for period January to November 1967 compared with corresponding period of 1966.

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Turnover of the catering trades, laundries and dry cleaners and hairdressers in November 1967

THE TURNOVER of the catering trades, laundries and dry cleaners showed no significant increase in November compared with 1966: there was a 1 per cent increase in the turnover of all caterers, and a 1 per cent decrease in the turnover of laundries and dry cleaners. The turnover of hairdressers increased by 2 per cent.

Catering trades

In November the total turnover of the catering trades compared with November 1966 was restrained by the 1 per cent decline in the turnover of public houses, a decrease which, like that for October, was probably due to the introduction of the breath tests. Licensed hotel turnover and, to a lesser extent, restaurant business was rather more buoyant in November, showing increases of 6 and 3 per cent respectively compared with 1966, rather larger than had been recorded in the second and third quarters of the year. The turnover of canteens showed a modest increase of 1 per cent, in contrast to the average decline of 2 per cent in the previous 10 months.

Laundries and dry cleaners

The turnover of laundries and dry cleaners continued to decline compared with 1966, in contrast to the average increase of about 1 per cent in the previous 10 months. Both laundries and dry cleaners shared in the decline.

Hairdressers

The 2 per cent increase in the turnover of hairdressers between November 1966 and November 1967, was no different from the average change over the previous 10 months. The turnover of men's hairdressers continued to run at a rather higher rate of increase than the women's hairdressers.

Table 1. Catering trades

Index numbers of turnover per week and percentage changes on a year earlier (a) — 1964 = 100

Kind of business (Turnover in 1964)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL CATERERS (£1,985 million)	1964	100	85	101	116	98	83	83	88	93	102	106	119	120	112	97	91	105
	1965	106	89	107	121	105	86	89	91	102	103	115	123	125	118	105	96	111
	1966	111	95	114	128	108	91	94	99	109	110	121	130	130	125	108	100	114
	1967		100	115	131		95	98	104	108	111	123	133	133	128	108	101	
	1966	+5	+7	+6	+5	+3	+7	+5	+9	+6	+7	+5	+5	+4	+6	+3	+5	+3
	1967	+2*	+4	+1	+2		+4	+4	+5	—1	+1	+2	+3	+2	+2	Nil	+1	
Licensed hotels and holiday camps (£286 million)	1964	100	68	106	141	84	63	65	75	84	104	125	147	151	129	97	76	81
	1965	106	72	113	148	90	66	71	78	94	104	135	156	156	133	104	81	87
	1966	111	76	117	157	94	71	73	83	96	111	140	165	166	143	110	83	91
	1967		82	120	158		74	79	90	97	116	143	161	166	149	111	88	
	1966	+5	+6	+4	+6	+5	+8	+3	+6	+2	+7	+4	+5	+6	+8	+6	+4	+5
	1967	+3*	+7	+3	+1		+4	+8	+9	+1	+4	+3	—2	Nil	+4	+1	+6	
Restaurants, cafes, etc., and fish and chip shops (£521 million)	1964	100	87	100	121	93	82	88	89	96	98	103	122	124	118	96	91	91
	1965	106	92	105	127	99	87	95	93	104	99	111	126	130	124	104	96	98
	1966	111	97	110	132	103	93	98	99	107	106	117	133	134	131	106	100	102
	1967		100	110	134		95	102	102	107	105	117	132	137	133	109	103	
	1966	+5	+6	+5	+4	+4	+6	+4	+7	+3	+7	+5	+5	+3	+5	+2	+5	+4
	1967	+2*	+3	Nil	+1		+2	+4	+3	Nil	—1	+1	—1	+2	+2	+2	+3	
Public houses (£1,033 million)	1964	100	87	100	110	103	88	82	89	92	103	103	114	113	106	96	93	117
	1965	106	90	108	115	110	88	89	92	104	105	113	116	118	112	105	97	124
	1966	112	98	116	122	114	94	96	102	114	112	120	123	123	120	109	103	128
	1967		103	117	127		99	101	109	111	114	124	131	128	123	107	102	
	1966	+6	+9	+8	+6	+4	+7	+7	+11	+9	+7	+6	+6	+4	+7	+3	+6	+3
	1967	+3*	+6	+1	+4		+5	+5	+6	—3	+1	+3	+7	+4	+3	—2	—1	
Canteen (b) (£145 million)	1964	100	98	100	94	109	97	100	97	101	100	99	91	87	101	107	111	108
	1965	104	106	103	95	113	104	108	107	100	108	100	93	91	102	110	116	113
	1966	106	110	105	98	112	107	111	113	104	110	103	95	93	104	110	115	111
	1967		108	105	95		109	110	105	111	107	100	94	90	99	108	116	
	1966	+2	+4	+2	+2	—1	+2	+3	+6	+3	+1	+2	+3	+2	+2	Nil	—1	—2
	1967	—1*	—2	Nil	—3		+2	—1	—6	+7	—3	—3	—1	—3	—4	—1	+1	

*January-November.
(a) The periods covered by the monthly index numbers consists of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively The November 1967 period was the four weeks from October 29, 1967, to November 25, 1967, the November 1966 period was from October 30, 1966, to November 26, 1966.
(b) Includes catering contractors other than outside catering contractors, which are included with restaurants, cafes, etc.

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trade as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

Table 2. Laundries and dry cleaners

Index numbers of turnover per week and percentage changes on a year earlier (a) — 1961 = 100

Kind of business (Turnover in 1961)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL LAUNDRIES AND DRY-CLEANERS (£107 million)	1963	110	106	114	113	107	100	103	114	112	118	112	110	107	115	114	110	99
	1964	115	110	120	116	112	109	111	109	119	119	120	119	111	117	119	114	106
	1965	121	114	124	124	120	111	114	117	120	129	124	127	121	124	128	122	113
	1966	126	121	128	128	125	112	122	127	121	135	129	131	125	127	134	128	117
	1967		122	131	128		118	126	121	130	131	130	130	125	128	131	126	
	1966	+4	+6	+3	+3	+4	+2	+7	+8	+1	+3	+4	+3	+3	+2	+4	+5	+3
	1967	Nil*	+1	+2	Nil		+5	+3	−5	+8	−3	+1	−1	−1	+1	−2	−1	
Laundries (£67 million)	1963	109	108	111	110	107	104	107	112	107	113	112	114	105	112	112	110	100
	1964	114	112	117	114	112	114	112	109	116	115	120	117	110	114	116	115	107
	1965	119	116	121	121	119	115	116	118	115	126	121	124	118	120	125	122	113
	1966	123	121	124	123	123	116	122	123	118	129	126	128	121	122	129	126	116
	1967		120	127	123		120	123	117	126	128	127	128	121	121	126	125	
	1966	+3	+4	+3	+2	+3	+1	+6	+5	+2	+3	+4	+3	+2	+2	+3	+4	+3
	1967	Nil*	−1	+2	Nil		+4	+1	−5	+7	−1	+1	+1	Nil	Nil	−3	−1	
Dry-cleaners, etc. (£40 million)	1963	112	104	119	117	107	92	98	117	119	126	114	119	111	120	117	110	96
	1964	116	107	125	120	113	100	110	109	126	127	122	122	114	123	124	114	104
	1965	123	111	130	130	122	103	111	117	128	135	127	132	126	132	134	123	112
	1966	130	121	135	135	129	106	121	134	127	144	134	137	133	136	141	131	117
	1967		125	137	135		114	131	128	138	137	136	134	130	140	139	129	
	1966	+5	+9	+4	+4	+5	+3	+9	+14	−1	+7	+5	+4	+5	+3	+5	+6	+4
	1967	+1*	+3	+1	Nil		+8	+8	−4	+9	−5	+1	−3	−2	+3	−1	−1	

*January-November.
NOTE: The kinds of business covered by these statistics are those included in Minimum List Heading 885 and most of those in 886 of the Standard Industrial Classification. See note (a) to Table 1.

Table 3. Hairdressers

Index numbers of turnover per week and percentage changes on a year earlier (a) — 1961 = 100

Kind of business (Turnover in 1961)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL HAIRDRESSERS (£97 million)	1963	106	99	109	107	109	93	98	106	109	110	109	113	105	105	108	106	113
	1964	109	104	111	110	112	101	104	107	110	111	110	113	109	109	108	110	117
	1965	112	106	114	114	115	103	105	108	114	113	114	116	115	112	112	111	122
	1966	115	110	116	118	118	105	108	114	115	118	114	120	118	116	115	113	125
	1967		114	117	119		110	113	116	117	118	117	122	121	117	116	116	
	1966	+3	+4	+2	+3	+3	+3	+2	+6	+1	+4	+1	+4	+3	+3	+3	+2	+3
	1967	+2*	+4	+1	+1		+5	+5	+2	+1	+1	+2	+1	+2	+1	+1	+2	
Men's hairdressers, and men's hairdresser-tobacconists (£24 million)	1963	107	110	106	110	112	99	99	100	102	107	108	115	106	109	108	107	119
	1964	111	105	109	115	116	109	104	102	107	110	111	119	114	111	112	111	123
	1965	115	109	112	119	121	111	108	107	108	111	117	121	118	117	118	113	131
	1966	120	112	117	124	126	114	110	112	114	117	120	126	124	123	122	118	136
	1967		117	119	127		119	117	115	115	118	123	130	126	125	123	122	
	1966	+4	+3	+4	+5	+4	+3	+2	+4	+6	+5	+2	+4	+5	+6	+4	+4	+3
	1967	+3*	+4	+2	+2		+4	+6	+3	+1	+1	+3	+3	+2	+1	+1	+4	
Women's hairdressers, and men's and women's hairdressers (£73 million)	1963	106	99	110	107	108	90	97	108	111	111	109	112	105	104	107	106	111
	1964	109	104	111	109	110	99	105	109	112	111	110	111	108	108	106	109	114
	1965	111	105	114	112	113	100	105	108	117	114	113	114	114	110	110	110	118
	1966	114	109	115	116	116	102	107	115	115	118	113	118	117	113	113	112	121
	1967		112	117	117		107	112	117	117	119	115	119	119	114	114	114	
	1966	+2	+4	+1	+3	+2	+2	+3	+6	−1	+4	Nil	+3	+2	+3	+2	+2	+2
	1967	+2*	+4	+1	+1		+5	+5	+2	+1	+1	+2	Nil	+2	+1	+1	+2	

*January-November.
NOTE: The kinds of business covered by these statistics are those included in Minimum List Heading 889 of the Standard Industrial Classification. See note (a) to Table 1.

Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Division of Government Departments, this digest is designed to provide industrialists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects which include the following:

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HMSO

Exhibitions and Fairs

Boost for British hardware in Denmark

A BRITISH HARDWARE PROMOTION, starting on May 22 and continuing to June 1, will be one of ten major trade events which will take place during the British Trade Drive in Denmark next spring. The Trade Drive will cover the period from April 24 to June 14, and aims to increase British manufactureres' exports from their present level of around £150 million by £10 million in 1968 and by £50 million in the next few years.

The Trade Drive starts with promotions dealing with agricultural machinery and fishery equipment and a British Shopping Week in Esbjerg continuing with a British Food Fortnight. The spotlight then turns on the British Hardware Promotion.

There are some 1,000 hardware stores throughout Denmark and of these some 750 are members of the Danish Retail Hardware Association This Association is working with the British Hardware Promotion Council to stimulate the sales of British hardware through its 750 retail outlets. Retail sales of hardware in Denmark are running at a rate of £40 million per annum, of which it is estimated that only about £2 million comes from British manufacturers. The aim of the campaign is to double Britain's share, that is, to produce retail sales of another £2 million which in broad terms means about £1 million in sales from the British hardware producer.

The promotion comprises:

Advertising in the national press and the local press throughout Denmark. A Danish advertising company, experienced in the hardware trade, is creating the advertising.

Point of sale material, specially developed between the British Hardware Promotion Council and the Danish hardware trade.

Competitions to bring in the consumer to examine and select British hardware products.

As a preliminary to the campaign, the Board of Trade and the British Hardware Promotion Council are putting on a special display at the Danish hardware buyer's own fair (which takes place in Copenhagen in March 1968), to feature the products of British manufacturers who are participating in the Hardware Promotion.

This campaign is of special interest to British hardware manufacturers who have a serious intention of winning a share, or a greater share, of the Danish market. It has the fullest co-operation and the enthusiasm of the Danish Retail Hardware Association and the important hardware producing organizations, such as DIFA, IMERCO, and the Danish wholesalers.

A number of British firms have already joined the promotion, but there is still room for more. Interested manufacturers should lose no time in approaching Mr. A. Whittle, director of the British Hardware Promotion Council, at 19 Hatton Garden, London, E.C.1 (Tel. 01-405 4151).

North East Industries Trade Fair—'an important venture for the region'

'THE NORTH EAST INDUSTRIES TRADE FAIR is an important venture for the region,' said Dr. Jeremy Bray, Parliamentary Secretary, Ministry of Technology, in the January edition of *Industrial Tyneside*, the publication of the Tyneside Chamber of Commerce. Dr. Bray said that the decision to present an event of this size and quality in the North East emphasized that exports were everybody's business everywhere and encouraged other north east firms by presenting a shop window for much of what was best in local manufacture.

The fair, said to be already supported by many leading manufacturers in the North East, will be offering a comprehensive display of products and services now available from the region. Details of the exhibits are being forwarded via overseas commercial posts to potential buyers in over 60 countries.

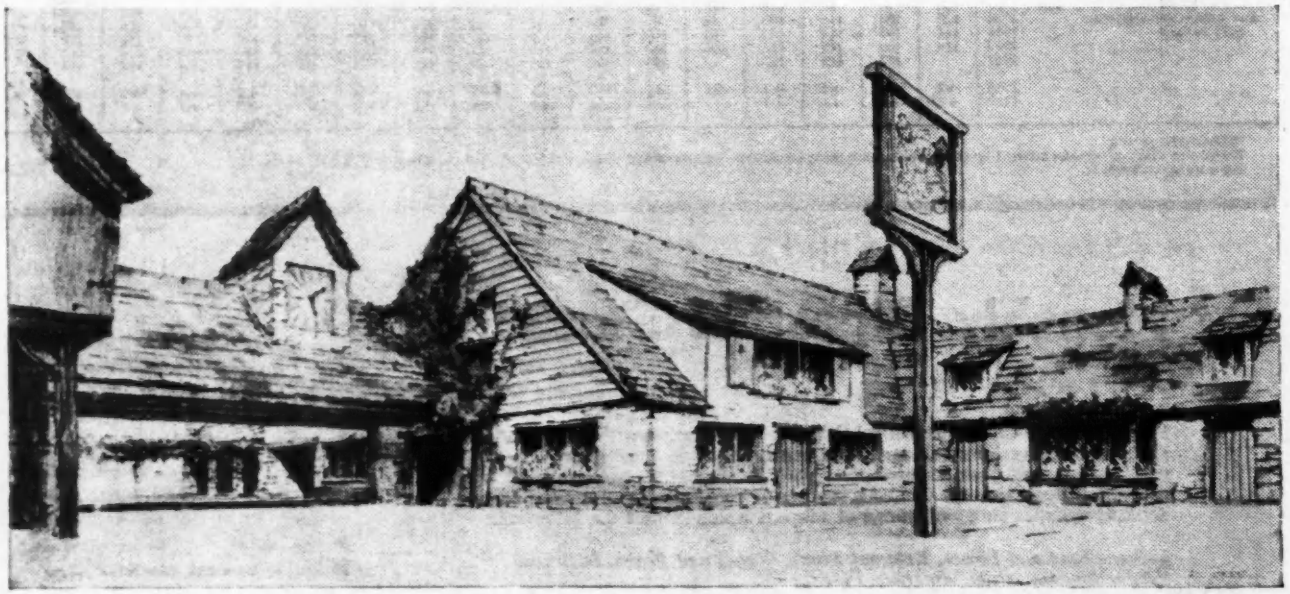
The North East Industries Fair, organized by Slade Promotions Ltd., will be opened in Newcastle-upon-Tyne by Dr. Bray on April 2.

Thessconexi postponed

THE INTERNATIONAL FAIR of Thessalonika and the Building Trades Exhibition announce that, because of organizing and technical difficulties, it has been decided to postpone until 1969 Thessconexi, the international construction exhibition of Thessalonika which was to have taken place for the first time from March 30 to April 7, 1968.

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-xii of December 8 issue.



The architect's impression of the 'Lion and Bear Inn' which will be featured in the British section at the international food and agricultural exhibition – the traditional Green Week Exhibition – in West Berlin (January 26-February 4). The Brewers' Society are co-operating with the Board of Trade in the venture, which represents a joint export promotion by six of Britain's largest breweries: Bass, Mitchells & Butlers; Courages; Guinness; Ind Coope; Watney Mann and Whitbread. The Germans will be offered a choice of 12 British beers – six draught and six bottled – as well as a wide selection of other drinks.

Harrogate International Toy Fair

THE 19TH ANNUAL International Toy Fair was held at Harrogate from January 6 to 11. Nearly 400 exhibitors took part and between them they occupied 300,000 sq. ft. of space. Toys were on show from some 35 countries and the products of 1,000 individual manufacturers were displayed. A number of this year's toys came from Eastern Europe.

As in previous years the Harrogate Fair is the first international toy fair to be held anywhere in the world in 1968 and sets the trend for its successors. The fair is visited by buyers of many nationalities and it makes a substantial contribution to the toy industry's export drive. This industry hopes to export to the tune of £17 million this year out of a total production of £67 million. Both the 1967 and 1968 fairs have been held under the shadow of the squeeze and whereas this undoubtedly had an effect on last year's fair, exhibitors this year were unanimous in reporting a marked increase in sales.

Once again the toy manufacturers succeeded in devising new lines and old favourites have been improved. Even the ever popular teddy bear is now available impregnated with perfume. The range of dolls is bigger than ever and manufacturers are trying to outvie each other in giving them life-like characteristics. Apart from the talking dolls and winking dolls, we now have a battery-operated walking doll which will cover a distance of two miles without battery replacement. There is also a faddy doll which appears to accept food, but rejects medicine and another one which changes its expression when its arm is moved. Also for the girls are 'Twiggy' dolls and high fashion wardrobes for dressable dolls.

The boys, too, now have their own doll in 'action man'. This soldier has a variety of combat and space suits and is available in a speaking version. Also for boys is a new series of toys based on Captain Scarlett of TV fame. The arrival of this new character has forced such people as James Bond into the background. There are also various models of space craft, flying saucers, etc.

For children of both sexes the ever-popular boxed games feature such characters as Dr. Dolittle and once again Captain Scarlett. As usual some of the boxed games are intended for older children and amongst these the latest novelty is the ouija board. This device is currently all the rage in the United States, and some 2½ million boards have been sold in that market.

The most expensive item in the fair is probably a child's working hovercraft which costs nearly £150. With this a child can travel at up to four miles an hour in his own private transport.

Once again manufacturers are emphasizing the safety aspect of their products and the chances of dangerous toys being sold to children are now getting very small.

Teamwork exhibition opens at the Design Centre

NINE FIRMS are featured in an exhibition called 'Teamwork – Industrial Design in Engineering' which shows how industrial designers are used in design teams. The exhibition which opened on January 10 on the mezzanine floor of The Design Centre will run till February 10. The main theme of the exhibition is illustrated by case histories which trace the various stages in product design from conception through development to production. The products have been chosen to show how industrial designers work with the engineering, production, and marketing departments as part of the design team instead of being called in at a late stage in a product's design to improve its appearance.

The exhibition is divided into nine sections, each of which is devoted to one manufacturer and contains photographs, sketches, models and actual products. In addition to case histories, each section contains organization charts identifying the functions involved in designing the main products on display.

PUBLICITY OVERSEAS FOR UNITED KINGDOM TRADE FAIRS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance** *– three clear months is a minimum notice – and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal.

UTRECHT-HOLLAND

SPRING FAIR
CONSUMER GOODS
4 - 12 MARCH 1968

CLOSED ON SUNDAY

VREDENBURG BUILDING AND BEATRIX HALL
• household articles • glass, crystal, pottery and china • cutlery • luxury wooden and metal products • handicraft products • trinkets • toilet requisites • business gifts • souvenir and gift articles • smokers' requisites • gold and silverware, clocks and watches • travel and leather goods • optical equipment • toys, party novelties and Christmas decorations • sports goods • shopfitting, window dressing and advertising supplies

JULIANA AND MERWEDE HALLS
• domestic electrical apparatus • heating, cooking and refrigerating equipment • domestic heating and cooking stoves (coal, gas and oil) • modern kitchens

MARGRIET HALL
• lighting goods exhibition

MARIJKE HALL
• film and photographic equipment

IRENE HALL
• do-it-yourself articles

Enquiries:
Royal Netherlands Industries Fair
Vredenburg, Utrecht, Holland, Tel. (030) 16421, Telex 47132

U. K. Agents:
Exhibition Consultants Ltd
11 Manchester Square, London W1, Tel. Hunter 1951

Everything for the caterer at Hotelympia '68

Some of the crowds who visited Hotelympia '68 and saw the latest developments in hotel and restaurant equipment and food and drink for the caterer.

'GETTING WELL under way after a slow start' was the general view of exhibitors at Hotelympia '68, the 13th International Hotel and Catering Exhibition. Though bad weather reduced the usual number of visitors to Olympia on the opening day, January 9, by the fourth day attendance was averaging 8,000 and the organizers were optimistic that by the end of the exhibition on January 18 the total would reach 100,000.

Many of these visitors, undeterred by Britain's snow and ice, have been coming from abroad to see the latest developments in hotel and restaurant equipment and the enormous variety of foodstuffs covering every kind of raw, packaged, frozen, canned and quick-dried product for the caterer on show at what is described as 'the world's biggest exhibition devoted exclusively to the hotel, catering and allied trades'. A party of 50 Yugoslavian hoteliers were some of the first to arrive.

One the whole, exhibitors appeared pleased with the number and quality of overseas inquiries they had received during the first three days of the exhibition. Batchelors Catering Supplies, showing a wide range of portion-controlled convenience foods, all of which were available for tasting on the stand, commented that foreign interest appeared more noticeable this year and had included inquiries from Canada, Brazil and Sweden. Inquiries from Germany, Italy and America were reported by W. Symington & Co., who had already taken American orders on the stand for their new creme caramel and strawberry mousse complete mixes.

Using Hotelympia as a shop window for their overseas customers were Allied Ironfounders, who were showing a cross section of their latest catering equipment on their stand, ranging from atmospheric steaming ovens powered by gas and electricity to 30 gallon boiling pans. Overseas interest was 'most marked' they commented, and during Hotelympia they had invited visitors from Jamaica, Hong Kong, West Africa, a contingent from Malta and a party from the EEC countries to come and look round.

Two hundred inquiries in the first two days were reported by Kraft Foods Ltd., who participated with Brains Frozen Foods. Kraft, who already export to 108 countries, had had inquiries from Italy, France, Majorca and Kuwait. Currently exporting frozen sausages to Gibraltar, they are hoping particularly to expand their exports of frozen foods during 1968.

This year's Hotelympia has been bigger than ever before, with over 250,000 products being shown by 1,000 firms from seven countries. Some of the more interesting, to the laymen, exhibits on view included a frozen food reconstituter, combining the functions of refrigerator and cooker (scrambled eggs, for example, stored overnight, can be automatically heated for breakfast at a pre-determined hour); and automatic vending equipment which can serve a full course hot meal, take money, issue change and refill their own dispensing shelves without interrupting the service.

Hotelympia was opened by Lord Beeching, deputy chairman of Imperial Chemical Industries and a Member of the British National Export Council. At the inaugural luncheon, Lord Beeching spoke of the great advances made by the hotel and catering industry since the war. Catering was the country's fourth largest industry, he said, employing nearly 1¼ million during the peak holiday period. The number of trade visitors to Hotelympia averaged 100,000; with buyers from 36 countries among them. The industry itself helped to keep holidaymakers' money at home instead of letting it go abroad. The exhibition was an international one in every sense of the word.

Hotelympia was promoted by *Caterer and Hotelkeeper*.

EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office:

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle-upon-Tyne, 1. (Newcastle 27575 – Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds, 1. (Leeds 38232 – Telex Econ Plan 55472 – message to be prefixed For COI).

NORTH MIDLAND: Mr. J. W. Dunscombe, MBE, Cranbrook House, Cranbrook Street, Nottingham. (Nottingham 46121 – Telex 37572).

EASTERN: Mr. P. L. K. Schwabé, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge. (Cambridge 58911 – Telex 8118).

LONDON & SOUTH EASTERN: Mr. E. A. Hunt, Hercules Road, Westminster Bridge Road, London, S.E.1. (Waterloo 2345 – Telex 22737/8).

SOUTHERN: Mr. P. T. Ede, Market Place House, Reading. (Reading 55621 – Telex 84216).

SOUTH WESTERN: Mr. W. J. D. Irving, The Pithay, Bristol, 1. (Bristol 21071 – Telex 44203).

MIDLAND: Mr. R. Dean, OBE, Five Ways House, Islington Row, Birmingham, 15. (Birmingham Mid 8191 – Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Building, Piccadilly Plaza, Manchester, 1. (Deansgate 9111 – Telex 66199).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1. (Waverley 8501). *District Office:* 314 St. Vincent Street, Glasgow, C3. (Central 5670 – Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast. (Belfast 63011).

WELSH OFFICE: Mr. Idris Evans, MVO, Director, Welsh Information Division, 42 Park Place. (Cardiff 30441 – Telex 49327).

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Anglo-Soviet Trade Agreement: Quotas for 1968

IN ACCORDANCE with Articles 2(2) and 4 of the Anglo-Soviet Trade Agreement of 1959, which was extended in April 1964 for a further five years ending June 30, 1969, the Board of Trade and the permanent Soviet Trade Delegation in the United Kingdom have negotiated quotas for trade in consumer goods and certain capital goods and industrial materials for the period from January 1 to December 31, 1968.

The quotas for Soviet consumer goods to be imported into the United Kingdom amount to £7.4 million c.i.f. The quotas for British consumer goods to be exported to the USSR amount to £6.7 million f.o.b. The new quotas are 60 per cent larger than the arrangements agreed in December, 1966.

The total value of quotas for the export of British instruments and certain industrial materials has been increased by £550,000 to £3 million f.o.b. The Soviet authorities have agreed to facilities for up to £1.1 million for scientific and other instruments, £1.08 million for chemicals and £820,000 for man-made fibres and yarns. The corresponding total for Soviet goods is £4.3 million c.i.f. in addition to £175,000 for scientific and industrial instruments, and £160,000 for window glass.

Full details of the quotas are attached.

Notes

The Anglo-Soviet Trade Agreement provides for negotiations to take place annually to settle quotas for trade in both directions in consumer goods and in other goods to which the British open general licence does not apply.

All Anglo-Soviet trade is conducted within the framework of the Agreement, but over 90 per cent takes place outside these quotas. Most of Britain's exports consist of capital goods which are bought by the Soviet Union without specific quotas being settled in advance, while most of the Soviet Union's exports to the United Kingdom enter freely under open general licence.

During 1966 United Kingdom imports from the USSR amounted to £125.6 million c.i.f., exports £49.7 million f.o.b. and re-exports £0.7 million f.o.b.; corresponding provisional figures for the period January 1 to November 30, 1967 are £107.6 million c.i.f. £61.1 million f.o.b. and £0.6 million f.o.b.

Article 4 of the Trade Agreement provides for facilities of equal value for trade in consumer goods. The c.i.f. figures for imports into the United Kingdom exceed the f.o.b. figures for exports from the United Kingdom by 10 per cent because it is estimated that freight and insurance charges in this trade average 10 per cent.

An increase in certain quotas for Soviet consumer goods was announced in the *Board of Trade Journal* on June 16, 1967.

Article 4 Quotas

Soviet consumer goods for import into the United Kingdom from January 1, 1968 to December 31, 1968

	£'000 c.i.f.
1. Motor cars and spare parts	485
2. Cameras, cine cameras, projectors	465
3. Wrist watches and movements (of which not more than £350,000 for watches valued at 30s. or under and movements valued at 25s. or under	500
4. Alarm clocks	85
5. Transistor radios and parts (other than transistors)	330
6. Binoculars and lenses	55
7. Sewing machines and parts	20
8. Matches	200
9. Musical instruments	12
10. Hand-made carpets	1,225
11. Photographic accessories	35
12. Medicines, drugs and pharmaceuticals and raw materials used in their manufacture	360
13. Toys, games and Christmas decorations (of which not more than £5,000 for Christmas tree ornaments made of glass)	60
14. Handicrafts and fancy goods	35
15. Canned crabmeat	750
16. Canned shrimps	50
17. Canned salmon	1,380
18. Vodka and other spirits based on vodka, wine, brandy and liqueurs	60
19. Caviar and salmon roe	185
20. Cotton piece-goods	55
21. Made-up clothing	70
22. Sheets, sewing, fancy and needlework goods	30
23. Perfumery	12
24. Metallic holloware and household appliances excluding enamelled ware (of which not more than £17,000 for galvanized holloware and £15,000 for cutlery)	75
25. Earthenware and china	25
26. Glassware (of which not more than £35,000 for decorated glassware)	45
27. Sports goods, sporting guns and rifles and ammunition (of which not not more than £20,000 for ammunition)	60
28. Rubber footwear	
29. Office materials (of which not more than £15,000 for pencils)	45
30. Dried and canned fruit and vegetables	12
31. Dried bilberries	12
32. Cranberries	12
33. Nuts	6
34. Jams	6
35. Frozen herrings	120
36. Electric lamp bulbs	12
37. Miscellaneous consumer goods to be agreed with the Board of Trade	470
Total	7,379 c.i.f.

NOTE:
The Board of Trade have agreed to issue licences outside the above arrangements for the import into the United Kingdom of grey cotton cloth for processing and re-export.

United Kingdom consumer goods for export to the Soviet Union from January 1, 1968 to December 31, 1968

	£'000 f.o.b.
1. Motor vehicles and spare parts	350
2. Woollen piece-goods	500
3. Made-up clothing	350

(Continued on next page)

Extensive use is made of nylon nets for preventing the shifting of cargo in flight as in this picture of a pallet of four Europak 88 containers going aboard one of BEA's fleet of Hawker Siddeley Super Argosy aircraft. The net, equipped with adjustable tensioners, is made from braided ICI nylon and the manufacturers are Bridport-Gundry Ltd.

ANGLO-SOVIET AGREEMENT, *continued*

4. Cotton piece-goods	210
5. Knitwear	1,640
6. Stockings and socks	235
7. Leather of various kinds	5
8. Leather gloves	55
9. Leather footwear	1,700
10. Carpets	50
11. Toilet preparations	5
12. Medicines, drugs and pharmaceuticals and raw materials used in their manufacture	500
13. White fish (of which £50,000 may be used for salted herrings)	550
14. Sugar confectionery and chocolate	10
15. Whisky and gin	30
16. Photographic materials	15
17. Toys and games	30
18. Sports goods and sports apparel	15
19. Musical instruments	20
20. Earthenware and china	10
21. Razors and razor blades	60
22. Flax canvas	65
23. Paint	5
24. Sporting guns and ammunition	15
25. Furniture (including mattresses)	30
26. Mechanical lighters and liquid gas lighters	5
27. Miscellaneous consumer goods to be agreed with the Soviet Trade Delegation	248
Total	6,708 f.o.b.

Article 2(2) Quotas

Soviet goods for import into the United Kingdom during the period January 1, 1968 to December 31, 1968

	£ c.i.f.
1. Machinery and equipment of any kind, apparatus, tools, ball and roller bearings, radio and electronic components, to a total value of	4,295,000
of which for:	
Machine tools, not more than	1,000,000
Radio and electronic components (of which not more than £50,000 for transistors), not more than	125,000
2. Scientific, optical and industrial instruments, to a total value of	175,000
of which for:	
Measuring instruments, not more than	50,000
Optical instruments, not more than	50,000
3. Window glass to a total value of (of which not more than £70,000 for glass of 3 mm. nominal thickness or less)	160,000
4. Ships and aircraft	p.m.

United Kingdom goods for export to the USSR during the period January 1, 1968 to December 31, 1968

	£ f.o.b.
1. Scientific, optical, industrial and other instruments	1,100,000
2. Chemical goods, including dyestuffs and polyethylene	1,080,000
3. Man-made fibres and yarns	820,000
Total	3,000,000

Anglo-Soviet Technological Agreement

ACADEMICIAN V. A. Kirillin, chairman of the State Committee for Science and Technology of the USSR, began a five-day visit to Britain on January 16.

The main object of Mr. Kirillin's visit is to sign an agreement on technological co-operation.

The agreement stems from discussions between the Prime Minister, Mr. Harold Wilson, and Mr. Kosygin, the Russian premier, in London a year ago and the visit to Moscow last April by Mr. Anthony Wedgwood Benn, Minister of Technology, when it was decided that an agreement was desirable. Mr. Benn and Mr. Frederick Mulley, Minister of State, Foreign Office, will sign the agreement on behalf of the British Government.

Mr. Kirillin discussed its implementation with Mr. Wedgwood Benn and met other ministers during the course of his visit.

Among Mr. Kirillin's other engagements were a government dinner at Lancaster House on Janary 17 and meetings with representatives of the Confederation of British Industry and of the Royal Society.

Double taxation relief — Malaysia

THE BOARD OF INLAND REVENUE announce that an Order in Council relating to the Double Taxation Agreement with Malaysia relating to taxes on income was made on December 20, 1967, and has now been published as Statutory Instruments 1967, No. 1925.

Italy and Switzerland

THE ITALIAN Minister of Foreign Trade has announced the Trade Agreement signed in Berne on October 21, 1950, has been renewed unchanged for a further year from November 1, 1967.

An import quota for the following items subject to Italian import licence has been agreed.

	Value in Swiss Francs
Typical Swiss Wines	100,000

Inquiries concerning this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466/467), quoting reference CRE 4006/G.

Cyprus and Rumania

A PROTOCOL extending until December 31, 1968, the operation of the 1962 Trade and Payments Agreement between Cyprus and Rumania was signed in Nicosia on December 29, 1967. The level of trade envisaged in the protocol is £170,000 in each direction, i.e. the same as last year.

Morocco and East Germany

THE MOROCCAN *Bulletin Officiel* of December 6, 1967, announced the signing on November 2, 1967, of a long-term trade agreement between Morocco and East Germany. It is valid initially for the period August 1, 1967, to December 31, 1968.

Moroccan exports to East Germany include citrus fruits and vegetables, vegetable fibres, cork and various minerals and ores, including phosphates. East German exports to Morocco include electric machinery, textile machinery, refrigerating equipment, fertilizer, breeding cattle, wireless receivers, and chemical and pharmaceutical products.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466/67/82).

Limited accommodation in New Delhi during early 1968

BUSINESSMEN proposing to visit New Delhi early in 1968 should know that on account of the second UNCTAD conference hotel accommodation in New Delhi is likely to be severely limited from mid-January until the end of March. If they propose to visit Delhi during this period they are advised to be certain that firm accommodation arrangements exist in advance. They may well find it convenient to plan itineraries so as to visit Delhi outside this period. Hotel accommodation in other cities in India will not be affected.

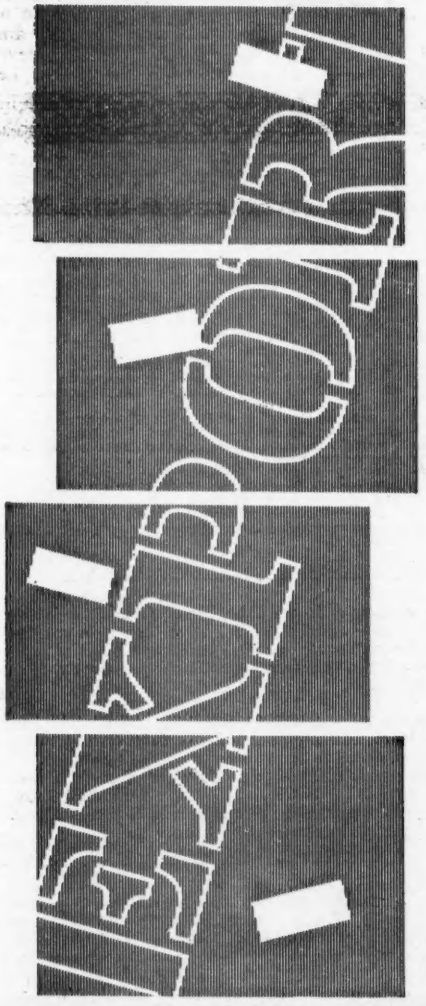
THE PATENT OFFICE

In addition to handling some 82,000 *Patent, Trade Marks and Designs applications yearly, the Patent Office offers to industry a wide range of publications. These include the* Official Journal (Patents), the Trade Marks Journal, British Patents Specifications, Abridgments of Patent Specifications (*with drawings*), Reports of Patent, Design and Trade Mark Cases, *and 50-year subject matter file lists of British Patent Specifications.*

Details of these and other publications may be obtained by post from Sale Branch, The Patent Office, Block C, Station Square House, St. Mary Cray, Orpington, Kent, or by personal application at the Public Sales Counter of the Patent Office, 25 *Southampton Buildings, London, W.C.2.*

Receipts from sales amount to some £450,000 *annually. You may well find information your firm needs among the Patent Office publications.*

SPOTLIGHT ON OVERSEAS TRADE No. 17



A helpful summary of the documents which are used in exporting is given in the Midland Bank's pamphlet:

DOCUMENTS FOR EXPORTS

This is the latest in the "Spotlight" series of pamphlets which the Midland Bank issues from time to time on matters of topical interest on overseas trade.
Copies of this pamphlet can be obtained from any of the Bank's 2,650 branches or by filling in and sending to us the coupon below.

Midland Bank

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I should also like copies of the previous issues of "Spotlight" as ticked

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The E.E.C., E.F.T.A. and Tariffs ☐
Trade with the U.S.S.R. and Eastern Europe ☐
Finance for Exports ☐

Please send me the Bank's pamphlet entitled **'DOCUMENTS FOR EXPORTS'**

NAME _____

ADDRESS _____

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To: The Panel for Overseas Trade Development, Midland Bank, Overseas Branch, 60 Gracechurch Street, London EC3. Telephone 01-606 9944

Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 404 and 406. Telex 886143 AB: Bothillgate, Ldn.). Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order please.

ALGERIA

(9/68) Sulphur for Algerian Agricultural Co-operative Supply Organization. January 31. E.S.B. 1138/68.
(9/68) Overhead Cable for Eletricite Et Gaz D'Algerie Ega. February 15. E.S.B. 1139/68.

ANGOLA

National Press of Angola:
(7/68) Printing Machines. February 6. E.S.B. 975/68.*

ARGENTINA

(7/68) Excavators; Semi-trailer for Ministerio Obras Publicas of Sante Fe. January 31. E.S.B. 976/68.

AUSTRALIA

(9/68) Circuit Breakers for Capricornia Regional Electricity Board. January 31. E.S.B. 1107/68.*
(8/68) Construction of Motel for Central Business Board. (Further Information.) Tender documents now available. E.S.B. 951/68.*
(10/68) Circuit Breakers; Transformers for Electricity Commission of New South Wales. February 19. E.S.B. 1148/68.*
(8/68) Electric Substations for Hydro Electric Commission. (Further Information.) E.S.B. 46135/67.*
(10/68) Telephone Receiver Inserts for Postmaster General's Department. February 20. E.S.B. 1181/68.*
(8/68) Transformers for State Electricity Commission, Victoria. (Further Information.) Drawings now available. E.S.B. 45989/67.*

BELGIUM

(9/68) Timber for S.H.A.P.E. February 15. E.S.B. 1110/68.*

BRAZIL

(9/68) Grain Silo for Departmento Nacional de Portos e Vias Navegavias Rio de Janeiro. (Further Information.) Tender documents now available. E.S.B. 40797/67.*

BURMA

Industrial Development Corporation:
(11/68) Chemical Plant. June 30. E.S.B. 1302/68.*
(11/68) Power Generating Plant. February 29. E.S.B. 1304/68.*
(11/68) Chemical Recovery Plant. June 30. E.S.B. 1303/68.*
(11/68) Metal Work Rolls. February 15. E.S.B. 1185/68.*

Ministry of National Planning:
(11/68) Office Machinery. February 3. E.S.B. 1187/68.*
(11/68) Duplicating Machines. February 3. E.S.B. 1312/68.*

Myanma Export Import Corporation:
(9/68) Concrete Products Plant Spares. February 7. E.S.B. 1129/68.*
(9/68) Ball and Roller Bearings. February 7. E.S.B. 1131/68.*
(10/68) Motor Starter Spare Parts. February 7. E.S.B. 1130/68.*
(11/68) Steel Sheets. February 2. E.S.B. 1309/68.*
(11/68) Black Label Clay. February 2. E.S.B. 1308/68.*
(11/68) Steel Bars and Angle. February 2. E.S.B. 1305/68.*
(11/68) Rubbing Compound. February 2 .E.S.B. 1306/68.*

People's Oil Industry:
(6/68) 'Airetool' Tube Expander Spare Parts. January 31. E.S.B. 910/68.*
(9/68) Gum Boots. March 15. E.S.B. 1121/68.*
(9/68) Lamp Accessories. February 28. E.S.B. 1123/68.*
(10/68) Pine Resin and Shellac Flakes. March 15. E.S.B. 1122/68.*
(11/68) Roller Bearings for State Timber Board. March 15. E.S.B. 1188/68.*
(10/68) Water Tube Boiler for Textile Mills (I.D.C.). February 10. E.S.B. 1127/68.*

CEYLON

(10/68) Soda Ash; Kraft Paper for Eastern Paper Mills Corporation. (Further Information.) Tender documents now available. E.S.B. 794/68.*
(10/68) Consultancy Services for Ministry of Land, Irrigation and Power. March 15. E.S.B. 1147/68.*

COLOMBIA

(7/68) Handling Equipment for El Departmento Comercial de la Empresa. (Further Information.) Closing date now postponed to February 6. E.S.B. 42730/67.*

FORMOSA

Central Trust of China:
(7/68) Bus Duct; Sludge Collector. February 2. E.S.B. 974/68.*
(9/68) Steel. February 5. E.S.B. 1118/68.*
(9/68) Pipe Bender. February 6. E.S.B. 1119/68.*
(9/68) Arc Welder. February 8. E.S.B. 1120/68.*
(9/68) Steel Plates. February 6. E.S.B. 1111/68.*
(9/68) Fluorspar. February 6. E.S.B. 1112/68.*
(9/68) Oil Burning Equipment. February 6. E.S.B. 1113/68.*
(9/68) Asphalt Patch Machine. February 6. E.S.B. 1114/68.*
(9/68) Rubber Dock Fender and Fixing Devices. February 6. E.S.B. 1115/68.*
(9/68) 'Photographic' Dry Plate. February 6. E.S.B. 1116/68.*
(10/68) High Tension Wire and Freyssinet Cones. December 30. E.S.B. 1117/68.*

GREECE

(8/68) Installation of Radio and Television Equipment for Hellenic National Broadcasting Institution. February 5. E.S.B. 968/68.
(7/68) Cast Iron for Hellenic State Railways. February 2. E.S.B. 971/68.*

INDIA

Bhabha Atomic Research Centre:
(8/68) Medical Cobalt Needles. (Further Information.) Tender documents now available. E.S.B. 46154/67.*
(8/68) Auto-Analyser. (Further Information.) Tender documents now available. E.S.B. 776/68.*
(8/68) Laboratory Centrifuge. (Further Information.) Tender documents now available. E.S.B. 775/68.*
(8/68) Oscilloscope. (Further Information.) Tender documents now available. E.S.B. 774/68.*

Director General of Supplies and Disposals:
(6/68) Press. February 6. E.S.B. 953/68.*
(8/68) Grinding Machine. (Further Information.) Bids for imported equipment will be considered provided no suitable offers are received from indigenous sources. E.S.B. 44940/67.*
(10/68) Press. (Further Information.) Tender documents now available. Equipment will now be obtained from indigenous sources only. E.S.B. 953/68.*
(10/68) Electrolytic Tool and Cutter Grinder. (Further Information.) E.S.B. 1178/68.*
(10/68) Trimming Machines. (Further Information.) Equipment will now be obtained from indigenous sources only. E.S.B. 46141/67.*
(11/68) Shot Blasting Machine. February 8. E.S.B. 1167/68.*
(11/68) Screw Cutting Gap Bed Lathe. February 2. E.S.B. 1168/68.*
(11/68) Hydraulic Hob Sharpening Machine. February 13. E.S.B. 1177/68.*
(6/68) Construction of Breakwater for Government of Gujarat. February 16. E.S.B. 43593/67.

Indian Telephone Industries Ltd.:
(8/68) Aluminium Silicon Alloy. (Further Information.) The material will be obtained from indigenous sources. E.S.B. 46721/68.
(11/68) Clophene. February 28. E.S.B. 1191/68.
(8/68) Circuit Breakers; Metering Equipment; Reclosers for Madhya Pradesh Electricity Board. February 9. E.S.B. 986/68.
(8/68) Construction of Dam for Maharashtra Industrial Development Corporation. February 12. E.S.B. 981/68.
(8/68) Chemicals for Maharashtra State Tender Board. February 2. E.S.B. 982/68.
(10/68) Electrical Signalling Equipment for Ministry of Railways (Railway Board). February 22. February 24. February 27. E.S.B. 1166/68.
(7/68) Spectrographs for Railway Stores. (Further Information.) Closing date postponed to January 31. E.S.B. 44002/67.*

†*The* **Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled, 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues costs only £10 10s.*

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RH ESTABLISHED 1860

(10/68) Isolators and Transformers for U.P. State Electricity Board. (Further Information.) This equipment will be obtained from indigenous sources only. E.S.B. 46727/67.
(7/68) Construction of Transmission Line for West Bengal State Electricity Board. (Further Information.) Closing date postponed to February 12. E.S.B. 41649/67.*

IRAN

Iranian Tobacco Monopoly:
(8/68) Imitation Cork Tape. February 28. E.S.B. 985/68.*
(8/68) Filter Rods. February 26. E.S.B. 989/67.*
(10/68) Cranes; Trailers; Hand Wagons; Telephone Exchanges; Buses; Cable for Iranian Customs Administration. (Further Information.) Tender documents now available. E.S.B. 42717/67.*

IRISH REPUBLIC

(6/68) Testing Equipment for Lifford County, Donegal. February 2. E.S.B. 962/68.
Roscommon County Council:
(9/68) Road Plant Hire. February 5. E.S.B. 1109/68.
(9/68) Road Making Materials; Water Supply Fittings. February 5. E.S.B. 1108/68.

KUWAIT

(7/68) Construction of Building for Ministry of Posts, Telegraphs and Telephones. (Further Information.) Closing date postponed to February 14. E.S.B. 32852/67.

LEBANON

(11/68) Refuse Collecting Vehicles for Commission des Adjudications Municipales. April 3. E.S.B. 1198/68.*

LIBYA

The Central Tenders Board:
(6/68) Construction of Hospital. (Further Information.) E.S.B. 41299/67.*
(6/68) Construction of Hospital. (Further Information.) E.S.B. 41300/67.*

MALAWI

(6/68) Sewage Disposal Works Extension for Blantyre City Council. (Further Information.) E.S.B. 45196/67.

MALTA

(10/68) Sprocket Forms for Accountant General. February 15. E.S.B. 1163/68.*

Treasury:
(9/68) Manhole Covers. February 10. E.S.B. 1105/68.*
(10/68) Kitchen and Laundry Equipment; Boiler Plant; Water and Electricity Services. March 28. E.S.B. 1106/68.*

MOZAMBIQUE

Ports, Railways and Transport Department:
(11/68) Coupling and Traction Apparatus. February 14. E.S.B. 1183/68.
(11/68) Vacuum and Hand Brakes. February 16. E.S.B. 1169/68.
(11/68) Locomotive Spare Parts. February 19. E.S.B. 1170/68.*
(11/68) Paint. February 5. E.S.B. 1174/68.*
(11/68) Permanent Way Equipment. February 29. E.S.B. 1175/68.
(11/68) Wire Rope. February 9. E.S.B. 1184/68.

NETHERLANDS

(7/68) Construction of Road for Director of Waterways. February 6. E.S.B. 977/68.
(8/68) Maintenance Work for Director of Zuiderzee Works. January 31. E.S.B 978/68.

NEW ZEALAND

(8/68) Steel Plates for New Zealand Railways. February 21. E.S.B. 988/68.*

NIGERIA

Ministry of Defence:
(10/68) Military Uniform Equipment; Curtaining; Matting; Domestic Chandlery. February 20. E.S.B. 1137/68.
(10/68) Military Clothing and Furniture. February 13. E.S.B. 1136/68.

PAKISTAN

(8/68) Diesel Engines for Agricultural Development. February 11. E.S.B. 980/68.*
(8/68) Kitchen and Dining Room Equipment for East Pakistan Agricultural University. February 2. E.S.B. 979/68.

PANAMA

(10/68) Transformer for The Panama Canal Company. (Further Information.) E.S.B. 45987/67.*

SINGAPORE, REPUBLIC OF

(9/68) Electric Cookers for Public Electricity Board. February 1. E.S.B. 1101/68.*

SOUTH AFRICA

Cape Provincial Tender Board:
(6/68) Tip Trucks, February 23. E.S.B. 942/68.
(6/68) Tractor/Tamper Combinations. March 1. E.S.B. 945/68.

THAILAND

Metropolitan Electricity Authority:
(10/68) Insulators and Insulator Pins. February 9. E.S.B 1150/68.*
(10/68) Distribution Transformer. February 29. E.S.B. 1151/68.*
(10/68) Aluminium Cable; Tie Wire. February 14. E.S.B. 1152/68.*
State Railway of Thailand:
(10/68) Steam Cleaning Equipment. February 7. E.S.B. 1155/68.*
(10/68) Steel Wire Tyres. February 28. E.S.B. 1157/68.*
(10/68) Tipping Wagons. (Further Information.) Tender documents now available. E.S.B. 791/68.*
(10/68) Steel Rails. March 6. E.S.B. 1155/68.
(10/68) Vibrating Plate Compactors. February 21. E.S.B. 1158/68.*

TRINIDAD AND TOBAGO

Electricity Commission:
(9/68) Hot Line Tap Clamps. February 9. E.S.B. 995/68.*
(9/68) Saddle Taps. February 9. E.S.B. 996/68.*
(9/68) Triplex Conductors. February 9. E.S.B. 997/68.*
(9/68) Insulators. February 9. E.S.B. 998/68.*
(9/68) Pin Type Insulators. February 9. E.S.B. 1103/68.*

TURKEY

(10/68) Aluminium Cable and Shield Wire for Etibank Genel Mudurlugu. February 14. E.S.B. 1176/68.*
(9/68) Cube Sugar Plant for Turkiye Seker Fabrikalari A.S. January 31. E.S.B. 1141/68.*

VIETNAM

(10/68) Vacuum Cleaners for Central Procurement and Supply Authority. February 8. E.S.B. 1143/68.*
(6/68) Detergent Manufacturing Machinery for Industrial Development Centre. March 1. Tender documents now available. E.S.B. 1055/68.*

ZAMBIA

(6/68) Methylated Spirits; Alcohol for General Supply and Tender Board. February 9. Tender documents now available. E.S.B. 955/68.*

Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.†**

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 427, Telex 886143, AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Afghanistan
(10/68) Inquiry for steel sheet. E.S.B. 1422/68.

Algeria/Iraq
(7/68) Trade Agreement.

Australia
(7/68) Agency inquiry for electric incinerators. E.S.B. 46561/67.
(7/68) Agency inquiry for office equipment; printers sundries; stationery. E.S.B. 43498/67.
(8/68) Agency inquiry for automotive accessories; marine equipment, rural and general hardware. E.S.B. 45861/67.
(8/68) Agency inquiry for lathe. E.S.B. 46294/67.
(6/68) Inquiry for saccharrin. E.S.B. 46640/67.
(6/68) Inquiry for steel panels. E.S.B. 46637/67.
(7/68) Manufacture under licence – pipe line strainers; water tube packaged boilers. E.S.B. 598/68.
(8/68) Inquiry for containers; mechanical handling equipment. E.S.B. 1204/68.

†For further details of the 'Export Service Bulletin' see page 198.

Austria
(8/68) Agency inquiry for leather; plastic fabric. E.S.B. 1209/68.
(9/68) Agency inquiry for cases; giftware. E.S.B. 1205/68.
(11/68) Inquiry for plastic and rubber footwear; rainwear. E.S.B. 1229/68.

Bahamas
(8/68) Inquiry for clothing. E.S.B. 1710/68.

Bahrain
(11/68) Agency inquiry for building materials; window frames. E.S.B. 1563/68.
(10/68) Inquiry for data processing equipment; punched card equipment. E.S.B. 1550/68.
(10/68) Inquiry for wastepaper tubs. E.S.B. 42517/67.

Barbados
(7/68) Inquiry for beds and bedding; clothing; electrical fittings; household linen; floor coverings; paper products; plastic mats and bags; umbrellas. E.S.B. 45274/67.

Belgium
(8/68) Agency inquiry for drysaltery products; novelties. E.S.B. 45539/67.

Bolivia
(6/68) Agency inquiry for bicycle accessories and parts; foodstuffs; toys. E.S.B. 42411/67.
(8/68) Inquiry for door locks. E.S.B. 669/68.

British Honduras
(7/68) Inquiry for carpeting; galvanized ware; glassware; insulated containers; kitchenware and equipment; leatherette; mats and cloths; plastic sheets; tools. E.S.B. 1294/68.
(10/68) Inquiry in respect of cement; margarine; toilet paper. E.S.B. 886/68.

Bulgaria
(10/68) Inquiry in respect of adding and calculating machines; capacitors; computers; electronic equipment. E.S.B. 837/68.

Canada
(6/68) Agency inquiry for matches; paper napkins; party decorations. E.S.B. 45775/67.
(10/68) Agency inquiry for ratchet jacks trench braces. E.S.B. 21739/67.
(6/68) Inquiry for biscuits; confectionery. E.S.B. 46657/67.
(6/68) Inquiry for heavy duty vehicle parts. E.S.B. 46228/67
(6/68) Inquiry for paving bricks. E.S.B. 46567/67.
(6/68) Inquiry for women's wear. E.S.B. 46626/67.
(7/68) Inquiry for copper forgings; phosphor copper. E.S.B. 661/68.
(7/68) Inquiry for display fixtures and aids; hardware. E.S.B. 1295/68.
(7/68) Inquiry for rainwear. E.S.B. 46254/67.
(10/68) Inquiry for bicycles; metal valves; pipes; welding fittings. E.S.B. 46382/67.

Curacao
(6/68) Agency inquiry for kitchenware; perfumes and cosmetics; shoes; underwear. E.S.B. 46059/67.

Denmark
(10/68) Inquiry for prefabricated buildings. E.S.B. 43703/67.

Dubai
(8/68) Inquiry for furniture. E.S.B. 1239/68.

Finland
(7/68) Agency inquiry for cleaning materials; diabetic and health food preparations; insecticides and disinfectants; toilet preparations. E.S.B. 40012/67.
(7/68) Agency inquiry for record players. E.S.B. 635/68.
(8/68) Agency inquiry for restaurant equipment. E.S.B. 625/68.
(10/68) Agency inquiry for knitwear. E.S.B. 45217/67.
(8/68) Inquiry for clothes pressing machines. E.S.B. 873/68.
(B12/68) Market Report on Wallpaper. E.S.B. 42447/67.

France
(7/68) Agency inquiry for carpets; plastic tablecloths; upholstery fabrics. E.S.B. 46535/67.
(8/68) Agency inquiry for metallurgical products; wire drawn products. E.S.B. 610/68.
(7/68) Inquiry for laboratory instruments and equipment; medical equipment. E.S.B. 45085/67.
(8/68) Inquiry in respect of dredging operation. E.S.B. 679/68.

(Continued on next page)

(10/68) Inquiry for chemicals. E.S.B. 43992/67.
(10/68) Inquiry for polyethylene fibre. E.S.B. 41030/67.

Germany, Federal Republic of
(8/68) Agency inquiry for combs; hot water bottles; protective gloves; tooth brushes. E.S.B. 46452/67.
(10/68) Agency inquiry for bathing caps; hot water bottles. E.S.B. 46812/67.
(7/68) Inquiry for carpets; hand tools; painters requisites. E.S.B. 46248/67.
(8/68) Inquiry for castor oil. E.S.B. 1544/68.
(8/68) Inquiry for zinc sheets and plate. E.S.B. 646/68.
(11/68) Inquiry for complete bottle filling and packaging line. E.S.B. 1906/68.
(11/68) Inquiry for copper plate and tubes; heating appliances. E.S.B. 46001/67.
(11/68) Inquiry for lights. E.S.B. 1976/68.

Greece
(8/68) Agency inquiry for tractor. E.S.B. 654/68.
(9/68) Agency inquiry for silver or porcelain bowls. E.S.B. 41991/67.

Guyana
(7/68) Agency inquiry for denims. E.S.B. 22246/67.

Iran
(8/68) Agency inquiry for tools; welding sets. E.S.B. 46550/67.

Irish Republic
(8/68) Inquiry for felt and plush fabrics. E.S.B. 665/68.
(11/68) Inquiry for hosing. E.S.B. 1983/68.

Israel
(11/68) Agency inquiry for leather. E.S.B. 2102/68.
(7/68) Inquiry for aluminium containers. E.S.B. 46091/67.
(7/68) Inquiry for unmked typewriter ribbons. E.S.B. 21019/67.
(7/68) Inquiry for steel bead wire. E.S.B. 46835/67.
(10/68) Inquiry for incinerators; waste containers. E.S.B. 45363/67.

Italy
(7/68) Agency inquiry for files; machine tools; taps and dies. E.S.B. 46801/67.
(8/68) Agency inquiry for knitwear; slippers. E.S.B. 21151/67.
(10/68) Agency inquiry for marine instruments and equipment; motor vehicles accessories. E.S.B. 46828/67.
(10/68) Inquiry for steel products. E.S.B. 1716/68.
(11/68) Inquiry for hoists. E.S.B. 2290/68.

Jamaica
(9/68) Inquiry for pig farming equipment and supplies. E.S.B. 45340/67.

Japan
(10/68) Agency inquiry for machine tools. E.S.B. 21686/67.

Jordan
(11/68) Agency inquiry for central heating components; iron sheets; lighting fittings; oil heaters; sinks. E.S.B. 46306/67.

Kenya
(11/68) Agency inquiry for sports goods. E.S.B. 45409/67.

Lebanon
(6/68) Agency inquiry for glass fibre; plastics; raw materials. E.S.B. 46098/67.
(8/68) Agency inquiry for busters' clothing; shoes. E.S.B. 46680/67.
(8/68) Agency inquiry for woollen socks; woollen underwear. E.S.B 829/68.

Libya
(8/68) Agency inquiry in respect of electrical contracting. E.S.B. 46810/67.
(9/68) Inquiry for dairy farming and animal husbandry equipment. E.S.B. 675/68.

Luxembourg
(8/68) Agency inquiry for knitwear. E.S.B. 1047/68.
(10/68) Inquiry for vitrified resistors. E.S.B. 40150/67.

Malagasy Republic
(10/68) Inquiry for hotel equipment. E.S.B. 38585/65.

Malawi
(8/68) Agency inquiry for glassware. E.S.B. 1026/68.

Malaysia
(8/68) Inquiry for match factory plant and machinery. E.S.B. 864/68.

Malta
(7/68) Agency inquiry for chocolate confectionery. E.S.B. 20697/67.
(7/68) Agency inquiry for oil burners. E.S.B. 46638/67.
(9/68) Agency inquiry for piece-goods; sewing thread; shoes; suits; textiles. E.S.B. 46664/67.
(10/68) Agency inquiry for carpets; knitwear; shirts. E.S.B. 43368/67.
(11/68) Agency inquiry for soap. E.S.B. 1800/68.

Mexico
(8/68) Inquiry for paper bag lining machinery. E.S.B. 1475/68.
(10/68) Inquiry for soap making machinery and equipment. E.S.B. 1035/68.

Netherlands
(6/68) Agency inquiry for steel products. E.S.B. 582/68.
(7/68) Agency inquiry for brass solder fittings; brass and iron screws. E.S.B. 46548/67.
(11/68) Agency inquiry for crankshafts; forgings. E.S.B. 1779/68.
(11/68) Agency inquiry for lathes. E.S.B. 581/68.
(7/68) Turnover tax.

New Zealand
(11/68) Agency inquiry for circuit breakers; hydraulic guillotines. E.S.B. 1992/68.
(8/68) Inquiry for gramophone styli. E.S.B. 46693/67.
(10/68) Inquiry for compressor. E.S.B. 44230/67.
(10/68) Inquiry for maize starch and derivatives processing machinery. E.S.B. 45787/67.

Nigeria
(8/68) Inquiry for pipe fittings; valves. E.S.B. 44281/67.

Norway
(6/68) Inquiry for floor covering. E.S.B. 552/68.
(6/68) Inquiry for textile fabrics. E.S.B. 44527/67.

Peru
(10/68) Inquiry for food processing machinery. E.S.B. 600/68.

Poland
(7/68) Inquiry for dressmaking machinery and equipment. E.S.B. 46613/67.

Portugal
(6/68) Agency inquiry for rubber. E.S.B. 46647/67.

Saudi Arabia
(10/68) Inquiry for chocolate; strawboard. E.S.B. 46820/67.

Sierra Leone
(10/68) Inquiry for computer hire. E.S.B. 46698/67.

Singapore, Republic of
(11/68) Agency inquiry for shower fittings. E.S.B. 588/68.
(8/68) Inquiry for metal printing machine. E.S.B. 1048/68.

South Africa
(6/68) Agency inquiry for curtaining. E.S.B. 46041/67.
(10/68) Agency inquiry for aircraft equipment; flow metering equipment; petroleum industry equipment. E.S.B. 41007/67.

Switzerland
(6/68) Agency inquiry for textiles. E.S.B. 46624/67.
(7/68) Agency inquiry for women's and children's clothing. E.S.B. 46648/67.
(8/68) Inquiry for football boots. E.S.B. 687/68.
(9/68) Agency inquiry for textiles. E.S.B. 838/68.
(6/68) Inquiry for culottes; knitwear; sports shirts. E.S.B. 46546/67.
(8/68) Inquiry for pipettes; tubes. E.S.B. 686/68.

Thailand
(7/68) Agency inquiry for television receivers. E.S.B. 1053/68.
(6/68) Inquiry for fire fighting equipment; fork lift trucks; gas cylinders. E.S.B. 46826/67.

Trinidad and Tobago
(9/68) Agency inquiry for garden hose. E.S.B. 45390/67.

Tunisia
(9/68) Agency inquiry for agricultural equipment. E.S.B. 606/68.

Uganda
(11/68) Inquiry for tubes; venetian blind-making machinery and equipment. E.S.B. 2322/68.

United States of America
(7/68) Agency inquiry for steel products. E.S.B. 24576/67.
(6/68) Inquiry for aluminium masts. E.S.B. 45777/67.
(6/68) Inquiry for steel bars. E.S.B. 553/68.
(7/68) Inquiry for marine engines. E.S.B. 571/68.
(8/68) Inquiry for knitwear. E.S.B. 865/68.
(8/68) Inquiry for wire. E.S.B. 1045/68.
(10/68) Inquiry for marine giftwear; model ships. E.S.B. 1534/68.
(10/68) Manufacture under licence – petro-chemical plants and processes E.S.B. 636/68.
(11/68) Inquiry for brass coil. E.S.B. 847/68.

Uruguay
(7/68) Inquiry for ammonia plant. E.S.B. 37181/67.
(7/68) Manufacture under licence.
(8/68) Inquiry for agricultural equipment. E.S.B. 1060/68.

Various
(6/68) Devaluation abroad.
(7/68) Carriage of dangerous goods in ships. M.S. 28/18/009.

Venezuela
(7/68) Inquiry for chemicals. E.S.B. 42828/67.
(8/68) Inquiry for pumps. E.S.B. 42817/67.

Vietnam
(10/68) Agency inquiry for chemicals; pharamaceuticals. E.S.B. 1208/68.
(8/68) Manufacture under licence – musical records. E.S.B. 39325/67.

Windward Islands
(6/68) Agency inquiry for foodstuffs; milk. E.S.B. 46688/67.

Zambia
(9/68) Inquiry for compressor units and equipment; drills; pneumatic garage equipment; pneumatic tools. E.S.B. 653/68.
(10/68) Inquiry for hoes; wire. E.S.B. 42919/67.

Report on Overseas Trade

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Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in December 8 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of Board of Trade (see page 41 of January 5 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).*

South American tour

MR. J. M. MELLOR, director of Simon-Hooper (Henry Simon Ltd.), Stockport, England, is leaving for a prolonged sales tour of South America in February.

Accompanied by Mr. P. J. Kohler, South American sales manager, he will visit corrugated container manufacturers in Brazil, Argentina, Peru, Colombia, Venezuela and Ecuador.

Canadian trip

MR. ALAN R. DEVEREUX, chief executive, marketing, of Ward Brooke and Co., Ltd., of Loudwater, Bucks, will be visiting Montreal and Toronto, Canada, during the second week of February, followed by visits to New York, Washington, Skokie, Illinois, Bethel, Conn., during the following two weeks.

Visit to Moscow

MR. F. R. BROWN, export manager, and Mr. R. B. Lovell, senior technical engineer, of Evans Electroselenium Limited, Halstead, Essex, will be leaving London on March 15, for Moscow to take part in the SIMA Instrument Exhibition, March 18 to 27.

Evans Electroselenium Limited manufacture a wide range of instruments for photoelectronic analysis and which are used in hospitals, agricultural laboratories, universities and many branches of industry, and their latest developments will be shown for the first time in the Soviet capital. Well over 50 per cent of the company's production is exported to 100 countries, and in 1967 export sales increased by 33 per cent.

By visiting Moscow the company hope to increase their sales to the Soviet Union, where they feel a large potential market exists.

Chairman visits Germany, Canada and United States

DR. H. SIMON, chairman and managing director of the Evode Group has returned from a flying tour covering Germany, Canada and the United States.

Dr. Simon visited Werner & Mertz, GMBH, the parent company of Evode's licencees in Germany where he was a guest at the company's centenary celebrations. Dr. Simon then visited the Ercona Adhesive Company in Toronto, Canada. This is a company which Evode own in association with Albright and Wilson Ltd.

Whilst in the United States Dr. Simon explored new outlets and assessed means by which Evode sales could be further increased. He also visited some of the company's established agents.

Introducing Newman's new electric motors to Canada

MR. S. C. TUTTON, general sales manager, electric motor division of Newman Industries Ltd., Yate, Bristol, has left for Canada to address a coast-to-coast marketing conference of Canadian sales engineers on his company's products.

Newman's Canadian distributor, Sangamo Company Ltd., is staging the special sales promotion conference in Toronto to mark the country's Centennial celebrations.

Mr. Tutton's main task is to introduce his firm's new ranges of electric motors, particularly those to new Canadian standards. Mr. Tutton will deal with the technical specifications and applications of these and other Newman motors and with any queries from the Canadian team. He will also visit a number of major customers in Canada.

His visit, following that of two Newman directors earlier in the year, is aimed at further strengthening business relationships and implementing the company's planned 50 per cent growth in sales to Canada over the next 12 months.

Cleaning machines for Eastern Europe

MR. FRANK ELVY, managing director of Cimex Ltd., Orpington left London Airport on January 14, for a tour of Czechoslovakia, Austria and Hungary where he will demonstrate the cleaning machines made by his firm, to hundreds of industrial officials.

'The Czechs and Hungarians have given us tremendous co-operation,' said Mr. Elvy. They are genuinely interested in British products. The Skoda works at Pilsen have invited 250 people from industry and public authorities to a demonstration in their House of Technology. And over 100 people have been invited to see our products in action in Budapest.'

Mr. Elvy will also meet Government officials and industrialists in Prague and Vienna.

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Albert Edward Dock, Preston, Lancs. Tel: Preston 29261. Telex 67642

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R. W. Beveridge & Company Ltd., 200 St. Vincent Street, Glasgow, C1. Tel: Central 3615/6. Telex 778118
94 Commercial Street, Dundee. Tel: Dundee 22131. 94 Constitution Street, Leith, Edinburgh. Tel: Leith 1957

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for mention on this page.

Russian print order

A £20,000 Russian print order has just been completed by British Printing Corporation companies.

The bulk of the order, including a 'Tourist Centres of the Soviet Union' folder, has been produced by Gale & Polden of Aldershot on their new letterpress sheet-fed rotary presses. A booklet in three languages on Khokhloma painted woodenware, has been printed by Sidney Press, Bedford.

The order was the result of the contact made by Mr. Laurence Viney, managing director of Sidney Press, with the Russian authorities through his company's specialization in printing Russian and other foreign languages.

£400,000 worth of orders

More than £400,000 worth of single and three mould concrete slab presses made by Fielding and Platt Limited of Gloucester have been sold this year. For the first time a press has been supplied to a customer in France while several machines have been ordered by Middle East companies, the most recent by Abdul Aziz Saleh in Kuwait.

Barbados order

An order for about 4,000 sq. ft. of Figured Australian Walnut Veneered Weyroc chipboard for the new premises of the New Bank of Nova Scotia at Bridgetown, Barbados, has been placed with Airscrew-Weyroc Ltd., Weybridge.

Quick deliveries get orders

Quick delivery recently won a £675,000 diesel power station export order for Ruston & Hornsby when this Lincoln engineering company despatched the power units, four large diesel engines and alternators, just one month after signing the contract.

Destined for Abu Dhabi in the Persian Gulf, the four diesel alternators will power a 4.4 megawatt power station which Ruston's are to build in this fast growing oil city.

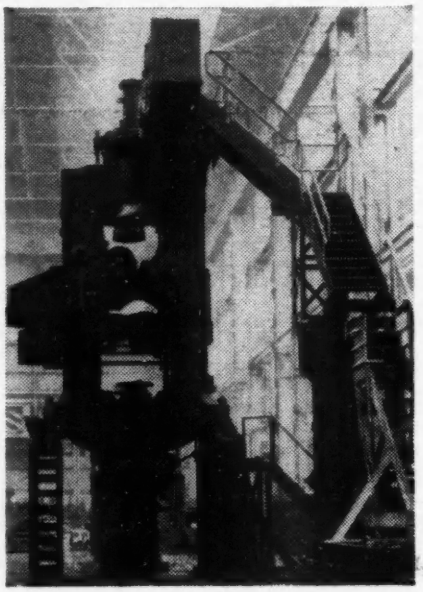
And Metering Pumps Limited, 49/51 Uxbridge Road, London, W.5, were approached by Amoco Services Inc. for possible immediate delivery of an 'Atumat' High Pressure Water Jet Cleaning Unit for an emergency at the Oil Refinery in Antigua which has been forced off stream. The company were able to supply such a unit with all accessories ready for despatch by air within three days.

Machine order from Eastern Europe

Kearney & Trecker-C.V.A. Ltd., Hove, continue to maintain their position as a leading European manufacturer of automatic transfer-type production machine tools, with a breakthrough into the Eastern European market. Contracts have recently been exchanged between K&T-CVA and Metalexport the Polish State Purchasing Agents, for the provision of a cylinder head transfer line at a cost of £278,000.

Triumph engines for Sweden

The SAAB Motor Company has revealed its new big car which is fitted with a Triumph engine. The new power unit was chosen by SAAB engineers after visiting all the major automobile manufacturers in Europe. It has been designed, developed and produced by Standard-Triumph in Coventry and the company has received the closest co-operation from SAAB engineers during the development period. The contract to supply SAAB was signed some two years ago and allows for the provision of up to 50,000 engines per annum, a figure which can be increased by negotiation. The value of the contract can be up to £5 million per annum.



The completion of shop erection on a universal roughing mill in the Bridgeton Works, Glasgow, of Davy and United Engineering Company Limited (a member of the Davy-Ashmore Group). The mill forms part of the combination universal beam, rail and section mill which Davy-United is building for the iron, steel and vanadium plant now under construction in the Transvaal for Highveld Steel and Vanadium Corporation Limited. Davy-United are engineers and agents for this plant which will produce 480,000 *tons of pig iron for conversion into steel and* 23,000,000 *lbs of vanadium pentoxide in slag per year.*

Automatic exports go up

Worldwide demand for British-made automatic transmissions has increased so rapidly in the past 12 months that Borg-Warner Limited report an increase in direct exports of nearly 10 per cent. The firm were given the Queen's Award to Industry in April this year for an increase in exports from 7 per cent to 37 per cent for the three years ending September 1966. In the year up to the last London Motor Show in October exports as a percentage of total sales increased by a further 9.79 per cent over the previous year.

Refrigeration order

The first order to arrive as a direct result of a strenuous export drive by Lec Refrigeration Limited, is from east of Suez for 800 two cu. ft. domestic refrigerators which must be delivered early this year.

Harbour radar for new oil port

Kelvin Hughes have gained a £38,500 order for a harbour radar installation at Marsa-el-Brega in the Gulf of Sidra, North Africa. The preliminary survey work has been concluded and the equipment will be delivered in March 1968. Providing radar surveillance of the approaches to the berthing areas of the oil terminal, it will keep a close watch on the speed and position of approaching tankers. It will also check navigational markers and other possible hazards to shipping.

Loading shovels for Rumania

Five SL 2000 loading shovels have been sold in Rumania, it has been announced by The Chaseside Engineering Company Limited, of Blackburn, Lancashire. Sale of the five machines brings the total to eight Chasesides sold in Rumania within the past six months.

48-hour export service wins acclaim

Tribute has been paid to an export success recorded by George Anson and Company Limited, the British firm supplying a wide range of business systems and equipment.

The tribute came from one of the firm's customers, Uganda School Supply Limited, of Kampala, the sole suppliers of educational equipment in Uganda. Following a telephone call, Anson's fulfilled their urgent order of desperately needed Anson printed receipts within 48 hours by air-freighting direct to Kampala.

Fuel test rig for Concorde

With prototype Concorde 001 and 002 now reaching their final stages of assembly, Zwicky Limited of Slough have delivered four engine simulation rigs to Sud Aviation at Toulouse and four to BAC at Filton.

Each rig has been designed to simulate the conditions which the aircraft engines will create in all phases of flight upon the aircraft fuel system. The fuel flow tests will be carried out in the hangar just prior to flight testing.

Italian order

The most recent export order for the 'Gaugemeter' system of automatic gauge control, has been placed by the Italian firm of Cantieri Metallurgici Italiani, SpA, Naples. It is worth more than £20,000. The equipment will be supplied by Davy and United Instruments Limited of Sheffield (a member of the Davy-Ashmore Group).

Lifts for Bahrain hotel

Lifts worth over £23,000 are to be supplied by the Express Lift Co. Ltd. – a GEC subsidiary – for a new £860,000 hotel on Bahrain Island. The hotel is to be built by George Wimpey & Co. Limited for Bahrain Hotels Ltd., a company recently formed in association with Gulf Aviation, an associate company of BOAC.

Russian contract

The Holbrook Machine Tool Co. Ltd., of Harlow (an Alfred Herbert company), is to supply Russia with 24 Holbrook precision lathes of two types in four sizes. This £95,000 order follows the £2.6 million Russian Contract recently announced by the Churchill Machine Tool Co. Ltd., another member of the Alfred Herbert Group.

Kitchen supplies for Singapore

Kitchen Supplies Limited of London, W.1, has been awarded a contract against international competition to supply catering equipment worth over £7,000 for the new Hotel Malaysia, Singapore.

Two million dollar order

Dowty Rotol has beaten world wide competition to win an initial two million dollar order for landing gear for the Fairchild Hiller F-228, a United States built version of the Fokker F.28 Fellowship. Deliveries of the first F-228s already ordered by West Coast Airlines in the United States are scheduled to begin in May 1970.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The List of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the JOURNAL *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

FRANCE

New Turnover tax legislation

THE FRENCH *Journal Officiel* of December 22 published amendments to the Turnover tax legislation and stated that from January 1, 1968, the intermediary rate of 12 per cent in the Added Value Tax (TVA) would be increased to 13 per cent under the French Finance Law for 1968, articles 14 and 32.2.

This new rate applies to certain products and services as listed in the *Board of Trade Journal* of November 17, page 1282. The effective rate shown in brackets after the main rate will consequently be increased from 14 per cent to 15 per cent. The exceptions relate to the sale of residential properties or the sale of share units during 1968 for which the rate will be 12 per cent.

Any inquiries about this new legislation should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288).

Global quotas for imports

THE FRENCH *Journal Officiel* of December 28, 1967, published an amendment to the list of products to be imported under licence for which applications are examined as and when they are received. The following item should be added to List B of goods under licence published in the *Board of Trade Journal* of August 25, 1967 (pages 490-491).

Quota No.	Tariff No.	Products
50 bis	12.01 ex G	Hemp seed.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E59, Hillgate House, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288).

Modifications to French customs tariff

THE FRENCH *Journel Officiel* of December 28, 1967, published the following amendments to the French customs tariff:

Tariff No.	Description	Tariff rate per cent
24.01	Unmanufactured tobacco: tobacco refuse:	
	A. Tobacco of a value, per packet, of 280 units of account or more (i) per 100 kg. net (a)	15% the duty not to be more than 345·59F per 100 kg. net
	B. Other (b)	28% the duty not to be less than 43·17F and not more than 187·61F per 100 kg. net

(i) For the purposes of this heading such value shall be taken to be 1,382·3s French Francs per 100 kg. net.
(a) The importation of these products for the account of private persons is prohibited.
(b) The importation of these products for the account of private persons is prohibited, except for tobacco refuse intended for the manufacture of nicotine subject to denaturation at the expense of the importer and to proof of arrival at the consignee factory.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288).

Duty free quotas for iron, etc.

THE FRENCH *Journal Officiel* of January 7 announced the amount of the following duty free quotas for the first half of 1968:

Tariff No.	Description	Amount metric tons net
73.15 A IV b 1	Hot-rolled or extruded wire rod having a diameter of 4·5 to 6 mm. and a carbon content of 0·62% to 0·74% (1) .	3,000
	Wire rod of a diameter of 4·5 to 13 mm. and containing 0·60 to 1·05% of carbon, 0·05% or less of sulphur or phosphorus (taken together), 0·10 to 0·25% of silicon and 0·1% of all other components (taken together) except manganese	1,200
73.16 A II b	Used rails intended for re-rolling	16,000

(1) This quota is open only for iron intended for the manufacture of cast steel products

The following duty quota has been fixed for 1968:

73.15 B IV b 2	Alloy steel hollow bars, the interior of which is plated with stainless steel, intended only for the manufacture of monobloc cutting bits	700

The conditions of admission under the above quotas are those laid down in an Order of April 12, 1962, fixing the general conditions of import duty quotas.

The products imported under these quotas must be used for the purposes stated within one year of the date of registration of the customs declaration. They are also subject to the fulfilment by the actual consignee, assignees and users, of the formalities laid down in Article 4 of the Order of June 28, 1963, fixing the conditions of admission of certain goods under a more favourable tariff treatment in view of their intended used.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E59, Hillgate House, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288).

(*Continued on next page*)

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Liberalization of imports

THE FRENCH *Journal Officiel* of January 9 published the following amendments to the list of goods subject to quantitative restriction in France when imported from former OEEC countries, the United States and Canada. The list of non-liberalized items (List I) published in the *Board of Trade Journal* of May 6, 1966 (page 1028-1031) should be amended by deleting the following items which have been liberalized:

Tariff No.		Description
Ex 20.02		Vegetables prepared or preserved otherwise than by vinegar or acetic acid:
	D	Asparagus.
Ex 20.07		Fruit juices (including grape must) and vegetable juices, whether or not containing added sugar, but unfermented and not containing spirit:
	Ex B	Of a density of 1·33 or less at 15°C:
	III	Of pineapples.

The second item now requires a technical visa. The authority granting this is: Ministère de l'Agriculture, 78, rue de Varenne, Paris 7e.

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E59, Hillgate House, London, E.C.4 (Tel. 01-248, 5757, Ext. 423/408/288).

EUROPEAN ECONOMIC COMMUNITY

Association Agreement between Turkey and the European Economic Community

THE *Board of Trade Journal* dated October 4, 1963 (page 766) contained details of the Association Agreement between the European Economic Community and Turkey, which came into effect on December 1, 1964.

The *Journal Officiel des Communautés Européennes* No. 301 dated December 12, 1967, contains the text of **Regulation No. 973/67/CEE,** which relates to the implementation of certain provisions of protocol No. 1 appended to this Agreement. The following is a translation of the relevant parts of the Regulation. It must not be treated as an official or authentic text. Readers are reminded that the text of the document is official only in the French, German, Italian and Netherlands languages.

COUNCIL REGULATION No. 973/67/EEC OF DECEMBER 8, 1967 on the implementation, within the community, of certain provisions of the decision of the Council of Association between the European Economic Community and Turkey relating to the implementation of Article 6 of protocol No. 1 appended to the Ankara agreement.

ARTICLE 1

Fresh dessert grapes, Tariff item ex 08.04 A, originating in and coming from Turkey shall be subject, when imported into the Community during the period from June 18 to July 17 each year, to a Customs duty amounting to half the common Customs Tariff duty in force at the time of import.

ARTICLE 2

1. Pending the implementation of the general rules referred to in paragraph 6 of this Article, the duties payable on the following products, originating in and coming from Turkey, shall be those of the Common Customs Tariff in force at the date of import, reduced by 20 per cent:

ex 08.02 A Fresh oranges
ex 08.02 B Fresh mandarins and clementines
ex 08.02 C Fresh lemons

2. During the period in which the reference prices apply, the provisions of paragraph 1 shall be applicable on conditions that, on the internal market of the Community, the prices of citrus fruits imported from Turkey, after Customs clearance and after taking account of the 'adaptation coefficient' applicable to the different categories of citrus fruits, are higher than or equal to the reference prices for the period in question plus a figure representing the effect of the Common Customs Tariff on these reference prices, plus a standard figure of 1.20 units of account(1) per 100 kilograms, plus the transport charges and other import dues included in the calculation of the prices on entry as set out in Regulation No. 23 on the progressive establishment of a common organization of the market in fruit and vegetables, amended by Regulation No. 65/65/EEC.

3. The provisions of Article 11 of Regulation No. 23 amended by Regulation No. 65/65/EEC remain applicable.

4. In the event of exports from Turkey to the Community amounting to more than 10,000 tonnes annually for fresh oranges, mandarins and

clementines, and 10,000 tonnes annually for fresh lemons and in so far as those exports are likely to create real difficulties for similar exports from Member States or from their traditional suppliers, the Commission shall, on its own initiative or at the request of a Member State, submit to the Council proposals for measures to be taken. The Council shall decide by a qualified majority vote after consultation with Turkey.

5. The provisions of this Article shall be implemented as soon as the Council, on a proposal of the Commission, has decided on the necessary means for implementation, according to the voting procedure in Article 43 of the Treaty.

6. The provisions of this article shall remain applicable until the entry into force in the Community, for the same products, of the general rules applicable to the main producers in the Mediterranean basin, which will take the place of those laid down in this article.

ARTICLE 3

This Regulation shall come into force on the third day after publication in the Official Journal of the European Communities.

It shall remain operative until the entry into force of the additional protocol provided for in Article 1 of Protocol No. 1 appended to the Ankara Agreement but not beyond the date referred to in paragraph 3 of Article 1 of the same protocol.

This Regulation is binding in all its parts and directly applicable in all the Member States.

Done at Brussels, December 8, 1967.

The text of **Decision No. 67/756/CEE,** which relates to the application by the Member States of certain provisions of Article 6 of Protocol No. 1 appended to the agreement between the European Economic Community and Turkey, also appears in the *Journal Officiel* No. 301. This institutes the following annual tariff quotas for products adjustments on certain other products.

Tariff Rate	Product/Country	Quantity	Tariff Rate
Ex 03.01 B I (a)	Mackerel, fresh, chilled or frozen, whole headless or in pieces:		
	Belgo-Luxembourg Economic Union	20 tonnes	50% of the Common Customs Tariff rate in force at the date of importation
	Germany	110 tonnes	
	France	100 tonnes	
	Italy	50 tonnes	
	Netherlands	20 tonnes	
Ex 03.01 B I c	Other sea fish (excluding anchovies), fresh, chilled or frozen, whole, headless or in pieces:		
	Belgo-Luxembourg Economic Union	60 tonnes	
	Germany	390 tonnes	
	France	50 tonnes	
	Italy	370 tonnes	
	Netherlands	30 tonnes	
Ex 03.01 B I b	Tunny fish, fresh, chilled or frozen, whole, headless or in pieces:		
	Belgo-Luxembourg Economic Union	75 tonnes	
	Germany	250 tonnes	
	France	25 tonnes	
	Italy	1,150 tonnes	
	Netherlands	150 tonnes	
03.03 A I	Lobsters and spiny lobsters:		
	Belgo-Luxembourg Economic Union	135 tonnes	Equivalent to the rate applicable or the same products imported from other Member States
	Germany	150 tonnes	
	France	325 tonnes	
	Italy	50 tonnes	
	Netherlands	90 tonnes	
03.03 A II	Crabs, shrimps or fresh-water cray fish:		
	Belgo-Luxembourg Economic Union	95 tonnes	
	Germany	140 tonnes	
	France	500 tonnes	
	Italy	50 tonnes	
	Netherlands	65 tonnes	
Ex 03.03 B III b	Cuttle-fish, squid and octopus:		
	France	50 tonnes	
Ex 22.05 B	Quality wines:		
	Belgo-Luxembourg Economic Union	1,000 hl.	50% of the Common Customs Tariff rate in force at the date of import.
	Germany	3,000 hl.	
	France	500 hl.	
	Italy	500 hl.	
	Netherlands	1,000 hl.	

The quotas will run from January 1 to December 31 of each year. For the year 1968 they will be augmented by an additional amount of one-twelfth of the quantities shown above. The quotas will cease to apply when the Community introduce common marketing policies for these products.

The following annual quotas are also introduced, and details of their allocation between the Member States may be obtained on application to the address given below. Duties charged on imports within these quotas will be at 50 per cent of the Common Customs Tariff in force at the date of importation.

Tariff No.	Product/Country	Quantity
		(Metric tons)
55.08	Terry towelling and similar terry fabrics, of cotton	75
55.09	Other fabrics of cotton	105
60.05	Outer garments, clothing accessories and other knitted goods, not elastic nor rubberized	30
62.02	Bed linen, table linen, toilet linen, household linen and kitchen linen; curtains and other furnishing articles	30

Imports of the following products originating in and coming from Turkey will attract the revised rates of duty shown below:

Tariff No.	Product	Tariff Rate
Ex 58.01 A	Hand made carpets of wool or of fine animal hair	24% with a maximum of 4 uc(1) per m²
Ex 58.01 B	Hand made side carpets	20%
Ex 58.01 C	Hand made carpets of other textile materials	12%
Ex 58.02 A	Other hand made carpets	20%
Ex 58.02 B	Hand woven kelim rugs	10·5%

(1) U.C. - Unite de Compte (present value U.S. 1 dollar).

The complete French text of the above Regulation and Decision may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of the Regulation will be published by HMSO.

Further translations of EEC Regulations

THE FOLLOWING further translations of EEC Regulations are now available from HMSO, 49 High Holborn, London, W.C.1, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HMSO, PO Box 569, Cornwall House, London, S.E.1.

Regulation	Description	Price
252/67	Determining the subsidy in respect of oil seeds	8d. (11d.)
276/67	Amending the corrective amount applicable to the refund on cereals	8d. (11d.)
278/67	Fixing the levies applicable to cereals and wheat or rye flour, groats and meal	10d. (1s. 1d.)
279/67	Fixing the premiums to be added to levies on cereals and malt	10d. (1s. 1d.)
282/67	On intervention procedure for oil seeds	1s. 0d. (1s. 3d.)
283/67	On the procedure for applying the compensatory amount applicable to the import of certain vegetable oils	8d. (11d.)
286/67	Fixing the export refund for oil seeds	10d. (1s. 1d.)
287/67	Fixing the levies applicable to cereals and wheat or rye flour, groats and meal	10d. (1s. 1d.)
299/67	Fixing the levies applicable to cereals and wheat or rye flour, groats and meal	10d. (1s. 1d.)
300/67	Fixing the premiums to be added to levies on cereals and malt	10d. (1s. 1d.)
304/67	Determining the measures relating to prices to be applied in Germany for certain dairy products during the 1967/1968 dairying season	8d. (11d.)
305/67	On customs duties applicable to imports from third countries of processed products based on fruits and vegetables containing added sugar for the period from July 16, 1967, to October 31, 1967	8d. (11d.)
314/67	Amending the corrective amount applicable to the refund on cereals	8d. (11d.)
315/67	Fixing the levies applicable to cereals and wheat or rye flour, groats and meal	10d. (1s. 1d.)
317/67	Amending the corrective amount applicable to the refund on cereals	8d. (11d.)
335/67	Fixing the premiums to be added to levies on cereals and malt	8d. (11d.)
336/67	Amending the corrective amount applicable to the refund on cereals	8d. (11d.)
339/67	Fixing the list of representative production markets for table grapes	8d. (11d.)
343/67	Amending Regulation No. 208/67 fixing the refund on exports of poultry meat	8d. (11d.)
345/67	Confirming the corrective amount applicable to the refund on cereals fixed by Regulation No. 267/67	8d. (11d.)
346/67	Fixing the levies applicable to cereals and wheat or rye flour, groats and meal	10d. (1s. 1d.)
347/67	Fixing the premiums to be added to levies on cereals and malt	10d. (1s. 1d.)
348/67	Amending the corrective amount applicable to the refund on cereals	8d. (11d.)
349/67	Altering the dates and time limit for the transmission to the Commission of the lists mentioned in Regulation No. 91/66 on the selecting of farm units	8d. (11d.)
353/67	Fixing the corrective amount applicable to the refund on cereals	10d. (1s. 1d.
355/67	Concerning the system applicable to oleaginous products originating in the Associated African and Malagasy States or in overseas countries and territories	8d. (11d.)
408/67	Adding mannitol and sorbitol, CCT No. 29.04 C II, to the list of goods to which Regulation No. 160/66 applies	8d. (11d.)
409/67	On obtaining aid from the European Agricultural Orientation and Guarantee Fund, Orientation Section, for the year 1968	8d. (11d.)
411/67	Fixing the levies applicable to cereals and wheat or rye flour, groats and meal	8d. (11d.)
413/67	Amending the corrective amount applicable to the refund on cereals	8d. (11d.)
431/67	Amending the corrective amount applicable to the refund on cereals	8d. (11d.)

(*Continued on next page*)

EEC, *continued*

Trade in processed products with a fruit and vegetable base

THE *Board of Trade Journal* dated December 29, 1967 (page 1617) contained an announcement about trade in processed agricultural products with a fruit and vegetable base.

The text of the following Regulation, which also affects trade in this sector, was published in the *Journal Officiel des Communautés Européennes* No. 322, dated December 30, 1967.

Regulation No. 1086/67/CEE fixes, for each Member State, the price difference of white sugar applicable for the calculating of the levy and refund for processed products with a fruit and vegetable base.

The French text of the above Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of this Regulation will be published by HMSO.

Trade in processed agricultural products

THE *Board of Trade Journal* dated January 12, 1968, contained an announcement about trade in processed agricultural products.

The text of the following Regulation, which also affects trade in this sector, was published in the *Journal Officiel des Communautés Européennes* No. 321 dated December 30, 1967.

Regulation No. 1049/67/CEE determines the amounts of variable elements applicable, during the first quarter of 1968, to imports into the Member States of goods covered by basic Regulation No. 160/66/CEE.

The French text of the above Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of this Regulation will be published by HMSO.

Common organization of the market for oils and fats

THE *Board of Trade Journal* dated January 12, 1968 (page 130) contained an announcement about the common organization of the market for oils and fats.

The texts of the following Regulations, which also affect trade in this sector, have been published in the *Journal Officiel des Communautés Européennes*.

Regulation No. 1081/67/CEE fixes the amount of refund for olive oil (*Journal Officiel* No. 320 dated December 30, 1967).

Regulation No. 1083/67/CEE fixes the amount of refund for oil seeds (*Journal Officiel* No. 320 dated December 30, 1967).

Regulation No. 19/68/CEE fixes the amount of aid in the oil seed sector (*Journal Officiel* No. L4 dated January 6, 1968).

The French text of the above Regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of these Regulations will be published by HMSO.

Common organization of the market for rice

THE *Board of Trade Journal* dated January 12, 1968 (page 131) contained an announcement about the common organization of the market for rice.

The texts of the following Regulations, which also affect trade in this sector, have been published in the *Journal Officiel des Communautés Européennes*.

Regulation No. 1067/67/CEE fixes refunds for cereals and husked rice exported in the form of goods not covered by Annex II to the Treaty of Rome (*Journal Officiel* No. 320 dated December 30, 1967).

Regulation No. 1079/67/CEE fixes the levies applicable to imports of processed animal feedstuffs with a cereal or rice base (*Journal Officiel* No. 320 dated December 30, 1967).

Regulation No. 1080/67/CEE fixes refunds for processed feedstuffs with a cereal or rice base (*Journal Officiel* No. 320 dated December 30, 1967).

Regulation No. 1085/67/CEE modifies the levies applicable to imports of processed products with a cereal or rice base (*Journal Officiel* No. 320, dated December 30, 1967).

Regulation No. 15/68/CEE modifies the refunds applicable to the export of processed products with a cereal or rice base (*Journal* Officiel No. L3 dated January 5, 1968).

Readers are reminded that the rates for the levies applicable to rice and rice products introduced by Regulation No. 519/67/CEE and for export refunds introduced by Regulation No. 520/67/CEE (see *Board of Trade Journal* dated September 22, 1967, page 727) are published weekly. These and the French texts of the above Regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of these Regulations will be published by HMSO.

Common organization of the market for cereals

THE *Board of Trade Journal* dated January 12, 1968 (page 131) contained an announcement about the common organization of the market for cereals.

The texts of the following Regulations, which also affect trade in this sector, have been published in the *Journal Officiel des Communautés Européennes*.

Regulation No. 1067/67/CEE fixes refunds for cereals and husked rice exported in the form of goods not covered by Annex II to the Treaty of Rome (*Journal Officiel* No. 320 dated December 30, 1967).

Regulation No. 1079/67/CEE fixes the levies applicable to imports of processed animal feedstuffs with a cereal or rice base (*Journal Officiel* No. 320 dated December 30, 1967).

Regulation No. 1080/67/CEE fixes refunds for processed feedstuffs with a cereal or rice base (*Journal Officiel* No. 320 dated December 30, 1967).

Regulation No. 1085/67/CEE modifies the levies applicable to imports of processed products with a cereal or rice base (*Journal Officiel* No. 320 dated December 30, 1967.

Regulation No. 15/68/CEE modifies the refunds applicable to the export of processed products with a cereal or rice base (*Journal Officiel* No. L3 dated January 5, 1968).

Readers are reminded that the levies, bonus rates and adjustments which were introduced by Regulations Nos. 246/67/CEE, 247/67/CEE and 249/67/CEE (*Board of Trade Journal* dated September 22, 1967, page 726) are published daily in the *Journal Officiel des Communautés Européennes*, and the export restitutions introduced by Regulation No. 250/67/CEE (*Board of Trade Journal* dated September 22, 1967, page 726) are published weekly. These rates and the French text of the above Regulations may be obtained on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of these Regulations will be published by HMSO.

Trade in cereal based animal feedstuffs

THE *Board of Trade Journal* dated December 22, 1967 (page 1616) contained an announcement about trade in cereal-based animal foodstuffs.

The texts of the following Regulations which also affect trade in this sector have been published in the *Journal Officiel des Communautés Européennes*.

Regulation No. 1079/67/CEE fixes the levies applicable to imports of processed animal feedstuffs with a cereal or rice base (*Journal Officiel* No. 320 dated December 30, 1967).

Regulation No. 1080/67/CEE fixes refunds for processed feedstuffs with a cereal or rice base (*Journal Officiel* No. 320 dated December 30, 1967).

Regulation No. 15/68/CEE modifies the refunds applicable to the export of processed products with a cereal or rice base (*Journal*

Officiel No. L3 dated January 5, 1968).

The French text of the above Regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of these Regulations will be published by HMSO.

Corrigendum

THE *Board of Trade Journal* dated January 12, 1968 (page 129) contained an announcement about chapter 58 of the EEC tariff. The heading and first paragraph of this announcement contains a reference to the complementary rate to chapter 58 of the tariff. This should be amended to read 'the complementary note to chapter 58 of the tariff'.

PORTUGAL

Import tariff amendments

THE PORTUGUESE *Diario do Governo*, first series No. 257 of November 4 published Decree Laws 48,022 and 48,023 which amended the import tariff by modifying the description of bearings falling under tariff items BN 84.62.01-03 as follows, with retrospective effect from July 1, 1967:

84.62 – Ball, roller or needle roller bearings:
Bearings:
With single row of balls, in which the balls are not detached manually or in which the row of balls is not separable or in which the faces of the two rings are not aligned on the same plane:
01 .....
02 .....
03 .....

The customs duties resulting from this change are to be considered as new basic duties and replace those laid down by Article 1 of Decree Law 46,475 of August 9, 1965, details of which were published in the *Board of Trade Journal* of October 1, 1965.

In regard to sub-headings 84.62.01 to 84.62.03, and in accordance with the provisions of Annex G of the Stockholm Convention of January 4, 1960 the programme of reductions to be applied until December 31, 1974 will be as follows

On July 1, 1967 ... ... 30 per cent reduction.

The remaining 70 per cent of the duty shall be eliminated by 10 per cent annual reductions starting on December 31, 1968.

Goods classified under sub-headings 84.62.04 and 84.62.05 will continue to be included in the list annexed to Decree Law 43,769 of June 30, 1961.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 or 462).

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SPAIN

Customs tariff (1)

IN THE *State Gazette* of December 15, 1967, the Spanish authorities announced the following duty reductions on certain sub-headings of their customs tariff:

Tariff heading	Description	Transitory Duty	
		Existing rate	Percentage reduction
27.07 E	Crude naphthalene, whether or not pressed	4·5%	100%
29.04 A 1	Methanol	28%	50%
29.04 A 2	Isopropyl alcohol	16%	60%
29.06 A 1	Phenol and its salts	16%	100%
38.14	Anti-knock preparations, oxidation inhibitors, gum inhibitors, viscosity improvers, anti-corrosive preparations and similar prepared additives for mineral oils	16%	50%
Ex 39.01 G	Polyterephthalate dimetile	9%	50%
73.07 B	Iron and steel, other than special:		
1	billets:		
a	more than 8 metres	14%	30%
b	other	14%	30%
73.15 B 2	Alloy steel other than structural steel:		
e	hoop and strip (stainless steel only)	15%	80%
Ex f 3	other sheets and plates (stainless steel only)	20%	70%
84.25 C 1 a	Combine harvester-threshers, for cereals and seeds, self-propelled	20%	70%
Ex 87.06	Parts and accessories of tractors only	33%	50%

Home Compensation Tax Levy

IN THE *State Gazette* of December 15, 1967, the Spanish authorities announced the following reductions in their Home Compensation Tax Levy:

Tariff heading	Description	Home Compensation Tax Levy	
		Existing rate	Percentage reduction
27.07 E	Crude naphthalene, whether or not pressed	10%	50%
29.38 B	Other provitamins and vitamins	10%	90%
40.01 A	Latex	7%	90%
40.01 B	Natural rubber:		
1	smoked sheets and ball crepe	7%	90%
3	other than smoked sheets, ball crepe and crepe sheets for the manufacture of soles	7%	90%
40.02 A	Synthetic latex	7%	90%
40.02 B 2	Synthetic rubber, other than that based on polybutadiene or polybutadiene styrene	7%	90%
73.13 A 1	Electrical sheets and plates, of iron or steel, hot-rolled or cold-rolled, with a watt-loss of 0·75 watt or less	16%	90%
73.15 B 1 f 1 a	Electrical sheets and plates, of alloy steel commonly called structural steel, with a watt-loss of 0·75 watt or less	16%	90%
73.15 B 2 f 1 a	Electrical sheets and plates of alloy steel, other than that commonly called structural steel, with a watt-loss of 0·75 watt or less	16%	90%
76.04 A 1	Aluminium reeled foil (of unalloyed aluminium) of a purity of 99·99% for use in the manufacture of electric condensers	14%	90%

Customs tariff (2)

IN THE *State Gazette* of December 28, 1967, the Spanish authorities announced the following duty reductions on certain subheadings of their customs tariff:

Tariff heading	Description	Transitory Duty		Home Compensation Tax Levy	
		Existing rate	Percentage reduction	Existing rate	Percentage reduction
26.01 A 2	Iron ore, excepting roasted iron pyrites	no change	—	4%	100%
26.01 G	Tin ore	no change	—	8%	100%
26.01 H	Chromium ore	no change	—	8%	100%
27.01 A	Coal (only coking coal imported by siderurgical industries to meet their needs for steel production)	no change	—	7%	100%
Ex 27.04	Coke and semi-coke of coal (for siderurgical industries only)	12%	100%	no change	—
Ex 28.30 A 2	Calcium chloride	19%	80%	no change	—
Ex 29.01 B 3	Aromatic hydrocarbons: orthoxylene only	9%	100%	no change	—
29.02 A 9	Vinyl chloride	26%	40%	no change	—
Ex 38.11 B	Weed-killers, excepting chlorate derivatives and 2-4 dichlorophenexyacetic acid derivatives	14%	100%	no change	—
Ex 39.01 G	Condensation, polycondensation and polyaddition products; 'polioles' only	9%	100%	12%	50%
41.01 A 2	Calfskins:				
a	fresh-salted, weighing not more than 16 kg. each	1%	100%	4%	100%
b	dry-salted, weighing not more than 12 kg. each	1%	100%	4%	100%
c	dried, weighing not more than 8 kg. each	1%	100%	4%	100%
A 4	Sheep and lamb skins:				
a 2	fresh-salted, weighing more than 30 kg. per dozen, other than with wool	1%	100%	4%	100%
Ex b	fresh-salted, weighing not more than 30 kg. per dozen, without wool	1%	100%	4%	100%
Ex b	fresh-salted, weighing not more than 30 kg. per dozen, with wool	1%	100%	4%	75%
c 1	dry-salted, weighing more than 22 kg. per dozen, with wool	7%	60%	no change	—
c 2	dry-salted, weighing more than 22 kg. per dozen other than with wool	1%	100%	4%	100%
Ex d	dry-salted, weighing not more than 22 kg. per dozen, without wool	1%	100%	4%	100%
Ex d	dry-salted, weighing not more than 22 kg. per dozen, with wool	1%	100%	4%	75%
e 1	dried, weighing more than 14 kg. per dozen, with wool	8%	50%	no change	—
e 2	dried, weighing more than 14 kg. per dozen, other than with wool	1%	100%	4%	100%
Ex f	dried, weighing not more than 14 kg. per dozen, without wool	1%	100%	4%	100%
Ex f	dried, weighing not more than 14 kg. per dozen, with wool	1%	100%	4%	75%
A 5	Goat and kid skins:				
a	fresh-salted, weighing more than 75 kg. per hundred	1%	100%	4%	100%
b	fresh-salted, weighing more than 50 but not more than 75 kg. per hundred	1%	100%	4%	100%
c	fresh-salted, weighing not more than 50 kg. per hundred	1%	100%	4%	100%
d	dry-salted, weighing more than 62·5 kg. per hundred	1%	100%	4%	100%
e	dry-salted, weighing more than 42 but not more than 62·5 kg. per hundred	1%	100%	4%	100%
f	dry-salted, weighing not more than 42 kg. per hundred	1%	100%	4%	100%
g	dried, weighing more than 50 kg. per hundred	1%	100%	4%	100%
h	dried, weighing more than 34 but not more than 50 kg. per hundred	1%	100%	4%	100%
i	dried, weighing not more than 34 kg. per hundred	1%	100%	4%	100%
55.01	Cotton, not carded or combed	18%	95%	no change	—
		9·20 Pesetas per kg.	20%	no change	—
57.03 A	Jute, raw or retted	no change	—	6%	100%
73.02	Ferro-alloys:				
C	ferro-chromium	12% (GATT)	100%	no change	—
E	ferro-nickel	no change	—	10%	100%
F	other than ferro-manganese, ferro-silicon, ferro-silico-manganese, ferro-chromium, ferro-tungsten and ferro-nickel	2%	100%	10%	100%
73.03 A 2	Waste and scrap metal, graded, of iron or steel other than pig iron or cast iron:				
a	in pressed packets measuring not more than 1·65 x 0·75 x 0·75 metre	no change	—	2%	100%
b	waste and scrap resulting from the working of iron or steel (e.g. crop-ends, filings and turnings of ingots, billets, bars, etc.)	no change	—	2%	100%
c	off-cuts of billets and the like, bars, plates and sheets, angles, shapes and sections, axles and shafts, tyres and old rails	no change	—	2%	100%
d	other scrap and waste, of any kind	no change	—	2%	100%
73.07 B 2 a	Blooms, of iron or steel, other than special, weighing more than 500 kg.	14%	75%	no change	—
76.01 A	Unwrought aluminium:				
1	unalloyed	15%	40%	no change	—
2	alloyed	14%	40%	no change	—
Ex 84.25 B	Threshers (only those forming part of self-propelled harvesters)	10·5%	100%	no change	—
84.25 C 2	Combine harvester-threshers, other than for cereals and seeds	no change	—	6%	100%
Ex 84 and 87	Spare parts for self-propelled harvesters and tractors for exclusive use in the manufacture in these kinds of machine	13% and 16·5%	50%	no change	—

CYPRUS

Certificates of origin and consignment

THE *Board of Trade Journal* of December 15, 1967, under the heading 'Cyprus – Commonwealth Preference' – gave notice that Certificates of Origin and Consignment would be required for all exports from the United Kingdom to Cyprus from January 1, 1968. The Board of Trade has now heard from the Cyprus High Commission that the old forms will be accepted concurrently with the new ones until February 10, 1968. After that date the new forms must be used.

All inquiries about this notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, Room 346, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2642).

LEBANON

Seed potatoes

THE LEBANESE Ministry of Agriculture have issued regulations concerning the importation of seed potatoes for the 'early season' of 1967-1968.

The regulations specify details of the type, quality and quantity of seed potato that may be imported from certain countries (including the United Kingdom and Northern Ireland).

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 222-7877, Ext. 2357), quoting reference CRE/659/G.

(*Lebanon continued on next page*)

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

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LEBANON, *continued*

Rates of import tax on sugar manufactures

ACCORDING to the British Embassy in Beirut, the Grain and Sugar Beet Office have decided to levy the following taxes on imported sugar:

Raw sugar . . .	24 Lebanese piastres per kilogramme
White (refined) sugar .	24 Lebanese piastres per kilogramme
Sugar candy . .	20 Lebanese piastres per kilogramme

Imported sugar manufactures shall be subject to the tax rates described below:

Tariff No.	Details of Product	Basis for Collection	Rate of Tax	Remarks
			Pts.	
04.02	Milk and cream, preserved, concentrated, sweetened.	K.$\frac{1}{4}$G.	12	This item includes milk prepared for the manufacture of confectionery and milk prepared as baby food. In view of the difficulty of distinguishing between milk prepared for these two purposes and milk prepared for other purposes, the Committee has recommended a reduced rate on all products falling within this tariff number.
04.05	Birds' eggs and sweetened yolks.	K.G.	50	
17.02	Chemically pure lactose and glucose.	K.N.	5	
	Other sugars . . .	K.N.	The tax on white sugar	
	Syrups, honey substitutes, including substitutes mixed with natural honey, burnt sugar and molasses.	K.N.	50	
17.03	Molasses, whether or not decolorized:			
	Refined	K.N.	50	
	Not refined . . .	K.N.	5	
17.04	Sugar confectionery, not containing cocoa.	K.$\frac{1}{4}$G.	50	
17.05	Flavoured or coloured sugars, syrups and molasses (including flavouring by vanilla or vanillin), but not including fruit juices, containing added sugar in any proportion.	K.$\frac{1}{4}$G.	50	
18.06	Chocolate and other food preparations containing cocoa, containing added sugar in any proportion.	K.G.	50	
19.02	Preparations of flour, starch or malt extract, of a kind used as infant food or for dietetic or culinary purposes (including preparations containing less than 50% by weight of cocoa), containing added sugar in any proportion:			
	Specially prepared as infant food.	K.$\frac{1}{4}$G.	5	
	Other	K.$\frac{1}{4}$G.	50	
19.05	Prepared foods obtained by the swelling or roasting of cereals or cereal products (puffed rice, cornflakes and similar products), containing added sugar in any proportion.	K.$\frac{1}{4}$G.	50	
19.08	Pastry, biscuits, cakes and other fine bakers' products (whether or not containing cocoa in any proportion), containing added sugar in any proportion.	K.$\frac{1}{4}$G.	50	
20.03	Fruits preserved by freezing, containing added sugar.	K.$\frac{1}{4}$G.	50	
20.04	Fruits, fruit peel and parts of plants, preserved by sugar (drained, glace or crystallized).	K.$\frac{1}{4}$G.	50	
20.05	Jams, fruit jellies, marmalades, fruit puree and fruit pastes, being cooked preparations, containing added sugar in any proportion.	K.$\frac{1}{4}$G.	50	
20.06	Fruit otherwise prepared or preserved, containing added sugar in any proportion.	K.$\frac{1}{4}$G.	50	
20.07	Fruit juices (including grape must) and vegetable juices, unfermented and not containing spirit, containing added sugar in any proportion.	K.$\frac{1}{4}$G.	Pts. 50	
21.07	Food preparations, n.e.s.i.:			
	Compound extracts, non-medicinal and non-alcoholic, used for the manufacture of beverages, containing added sugar in any proportion.	K.$\frac{1}{4}$G.	50	
	Modified milk, containing added sugar in any proportion.	K.$\frac{1}{4}$G.	12	Same rate of tax on unmodified milk.
	Other food preparations, n.e.s.i., containing added sugar in any proportion.	K.$\frac{1}{4}$G.	50	
22.02	Lemonade, flavoured spa waters and flavoured aerated water and other non-alcoholic beverages, not including fruit and vegetable juices falling within handing 20.07, containing added sugar in any proportion.	K.N.	50	

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

Sugar imports

LEGISLATIVE DECREE No. 8625 of November 7, 1967, which was published in the *Official Gazette* No. 93 of November 20, 1967 (at which date it came into force) limits each of the three sugar refineries at Tripoli, Chekka and Zelka to an annual import allowance of 9,000 tons of raw sugar for refining purposes.

Copies of the unofficial English translation of the decree are available from Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420).

Import of poultry eggs

THE LEBANESE authorities have announced their decision to prohibit the importation of poultry eggs for a period of six months.

The importation of hatching poultry eggs is also affected by this decision.

All inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420).

Import of milk powder for industrial use

IN A NOTICE in the Lebanese *Official Gazette* No. 89 of November 6, 1967, it was announced that the importation of milk powder meant for use in the manufacture of biscuits, imported in any type of container, is now permitted provided that the quantity which each factory is allowed to import in any one year shall not exceed 7 per cent of its biscuit production in that same year.

The decree also allows the importation of milk powder meant for the manufacture of chocolate in any type of container, provided that the Customs Declaration is approved by the Department of Industry subject to the provisions of Law No. 60/1 of February 5, 1964.

Earlier notification on this subject appeared in the *Board of Trade Journal* of August 25, 1967, page 494.

Imports and exports

THE BRITISH EMBASSY in Beirut have reported that goods subject to the import/export licensing system, the value of which does not exceed 200 Lebanese pounds, shall be exempt from the endorsement of the Ministry of National Economy, provided they are intended for private use and not for commercial purposes.

MOROCCO

Customs tariff modifications

THE MOROCCAN *Bulletin Officiel* of November 22, 1967, published the following details of modifications to the table of customs duties (*ad valorem*) levied on imports into Morocco. The new rates came into effect as from November 27.

Tariff No.	Description	Tariff	
		General	Working
82-01	Hand tools, the following: spades, shovels, picks, hoes, forks and rakes; axes, bill hooks and similar hewing tools; scythes, sickles, hay knives, grass shears, timber wedges and other tools of a kind used in agriculture, horticulture or forestry:		
	A. Spades and shovels, including drawing spades:		
	I. Rough shapes cut flat only	30	7·5
	II Other	30	20
	B. Picks:		
	I. Rough shapes made by forging, having undergone summary complementary processing such as axial perforation, boring, moulding, etc., but the edges of which are of square or rectangular shape for completion by later forging	30	7·5
	II. Other	30	20
	C. Other	30	20

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 408 or 423).

ISRAEL

Liberalization of imports

THE FOLLOWING items have been added to the list of goods for which Israeli import licences are issued without restriction. These goods were liberalized with effect as from November 13, 1967:

Tariff No.	Description of Goods	Customs Duty	Purchase Tax
Chapter 65	Headgear and parts thereof		Ranging from 7½%-15%
82.04-9910	Hand tools of a kind used for domestic purposes	80%	12½%
84.12-1090	Air conditioning machines for buses	54%	10%
84.15-1019	Filtering and purifying machines and apparatus for liquids and gases		
84.18-9013	Machines whose weight does not exceed 5 kilos	60%	
84.18-9019	Other	45%	
84.18-9020	Parts	45%	25%
84.45-2020	Lathes having a horizontal bed with conductor screws whose weight does not exceed 2,250 kilos	25% but not less than I.L. 2,500 each	Exempt
84.45-1020	Parts and accessories for lathes	25%	

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420).

Kennedy Round tariff reductions

THE GOVERNMENT OF ISRAEL will begin reduction of import duties agreed in the Kennedy Round on July 1, 1968, thus adopting the second method of implementation referred to at page 11 of the *Board of Trade Journal* of January 5.

GUYANA

Customs tariff changes

THE GUYANA BUDGET, introduced on December 28, 1967, proposed certain changes in the customs tariff.

Import duties have been increased on a wide range of goods, including foodstuffs, wines and spirits, cosmetics, motor cars and clothing. Details of the changes may be obtained from the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

REPUBLIC OF SOUTH AFRICA

Customs tariff changes (1)

GOVERNMENT NOTICE R.2090, published in the Republic of South Africa Government *Gazette* of December 29, 1967, amends the Republic's customs tariff as follows:

Tariff Heading	Statistical Unit	Rate of Duty		
		General	MFN	Preferential
82.04 By the substitution for sub-heading No. 82.04.20 of the following:				
82.04.20 Brick bolsters, cold chisels, steel headed hammers, hacking knives, star point screwdrivers, flat point screwdrivers with a width at the point from ¼ in. to ¾ in. (excluding ratchet and screw-holding screwdrivers), soldering irons, punches, woodworking clamps and cramps, portable forges of a f.o.b. price not exceeding R35·00 each, bench and carpenters' vices (excluding table, leg, swivel and pipe vices)	no.	23%		20% (UK; Canada)
84.41 By the substitution for sub-heading No. 84.41.10.10 of the following:				
.5 Sewing machines, handpress-type, of a weight not exceeding 5 oz. each	no.	20%		
.10 Other sewing machines	no.	600c. each		
90.16 By the substitution for sub-heading No. 90.16.20.10 of the following:				
.10 Straight edged levels, of a f.o.b. price not exceeding R10.00 each and of a length exceeding 12 in.	no.	23%		20% (UK; Canada)

Customs tariff changes (2)

GOVERNMENT NOTICES R13 and R14, published in the Republic of South Africa *Government Gazette* of January 5, amend the Republic's customs tariff as follows:

Tariff Heading	Statistical Unit	Rate of Duty		
		General	M.F.N.	Preferentia
R.13.				
40.14 Other articles of unhardened vulcanized rubber: By the insertion after subheading 40.14.10 of the following:				
40.14.15 Castrating rings	No.	20%		
R.14.				
84.11 By the insertion after subheading 84.11.20 of the following:				
84.11.25 Inlet and exhaust valves for piston type compressors and vacuum pumps	No.	5%	3%	Free (U.K.)
93.07.30 Cartridges of ·22 in. calibre, rimfire type (excluding blanks) By the insertion in subheading 93.07.30 of the expression ('excluding blanks.')	No.	35%		

Department of Railways, Harbours and Airways packing requirements

THE FOLLOWING is the text of Notice No. 2070, published in the South African *Government Gazette* of December 22, 1967:

1. The Administration's Packing Requirements for General Goods (other than dangerous and hazardous goods) are contained in Clause 47 (Supplement No. 7) of the Official Railway Tariff Book, which came into effect on January 1, 1965, and has since been extensively amended and amplified.

2. Goods which are packed in compliance with those requirements are transported at railway risk except where that

(*Continued on next page*)

REPUBLIC OF SOUTH AFRICA, *continued*

would be contrary to any other applicable provision of the tariff or regulations; but, if not packed and protected in compliance with those requirements, are transported at owner's risk only.

3. In order to allow time for modifications to packing where such may be necessary to comply with requirements, the Administration has not applied an overall enforcement of owner's risk conditions.

4. It is notified for general information that, with final effect from April 1, 1968, if goods which are subject to packing requirements are not packed or are packed otherwise than in compliance with requirements and are damaged, owner's risk conditions will be applied and claims declined.

5. Users or fillers of cartons, boxes, sacks, drums and other containers, unless they know that their packs comply, are urged to approach the manufacturers of the containers in order to ascertain what is involved in complying and to arrange that future supplies of containers will comply with the Administration's requirements.

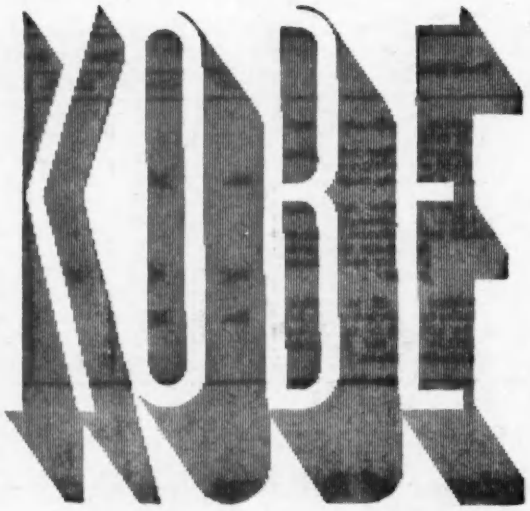
6. Any person who desires information on packing requirements or assistance in complying therewith is advised to approach the nearest System Manager's Office, Claims Section, or the General Manager's Office, Claims (Packaging) Section, Johannesburg.

NIGERIA

Introduction of new currency notes

THE CENTRAL BANK of Nigeria has announced the introduction of currency notes of new designs as from January 3, 1968. The new notes are in denominations of £5, £1, 10s. and 5s., and are of similar size, and retain the main features of the existing notes. Colour schemes on the new notes are however considerably changed. The existing notes, issued in 1959 and 1965, will cease to be legal tender as from January 22, 1968, on which day also the liability of the Central Bank to redeem these notes will cease.

Any inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2226), quoting reference 8093/G.



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MALAYSIA

Tariff Advisory Board

THE Malaysian Tariff Advisory Board is to hold a further series of Public Inquiries to consider the appropriate rates of duty in Malaysia on the following items:

Tariff Code No.	Description
Natural yeasts	
099 060	Natural yeasts (active or inactive) and prepared baking powders, excluding yeast put up as a medicament
Culverts and pipes	
	Articles of cement (including slag cement), of concrete or of artificial stone, including granulated stone agglomerated with cement (terrazzo), reinforced or not, as under:
663 629-1	pipes
663-629-2	other
PVC compounds	
	Polyvinyl and polyvinylidene derivatives in primary forms:
581 205-2	other
Polythene films, sheets and bags	
Ex 581 202	Polythene films and sheets
Ex 893 209	Polythene bags
Aluminium sheets, etc.	
684 221	Aluminium strips and sheets
684 222	Wrought plates of aluminium
Aluminium utensils and sanitaryware	
697 231	Articles of a kind commonly used for domestic purposes and parts of such articles of aluminium, not being tools
697 232	Builders' sanitaryware for indoor use and parts thereof of aluminium
Electric refrigerators	
725 011	Electric refrigerators not over 12 cu. ft. capacity, domestic type
Ceiling fans	
	Electro-mechanical appliances with self-contained electric motors of a type normally used in the household or in hotels', restaurants', offices, schools', hospitals', canteens' and trains', air-crafts', or ships' kitchens:
725 034	ceiling fans
Galvanized sheets	
674 801	Galvanized iron or steel sheets

The Public Inquiries will be held in the Hearing Room of the Tariff Advisory Board, Hwa-Li Building, 63/65 Jalan Ampang, Kuala Lumpur, as follows:

Date	Time	Commodity
February 19, 1968	10.00 a.m.	Natural yeast Culverts and pipes
February 20, 1968	10.00 a.m.	PVC compounds Polythene films, sheets and bags
February 21, 1968	10.00 a.m.	Aluminium sheets, etc. Aluminium utensils and sanitaryware
February 22, 1968	10.00 a.m.	Electric refrigerators Ceiling fans
February 23, 1968	10.00 a.m.	Galvanized sheets

Evidence will also be taken on all the commodities in the State Development Operations Room, Kota Kinabalu, Sabah, at 10 a.m. on February 29, 1968, and in Kutching Rural District Council Chamber, Kutching, Sarawak, at 10 a.m. on February 27, 1968.

Evidence at these Inquiries may be given orally or in writing. It is preferable that evidence be given in writing. All witnesses will be required to present their oral evidence on oath, and all written evidence will be required to be verified on oath or by statutory declaration.

Persons who propose to give evidence concerning any of the above commodities are requested to notify the Tariff Advisory Board of their intention as soon as possible. They will then be supplied with 'Notes for the Guidance of Witnesses' to assist them in the preparation of their evidence. Nine typewritten copies of evidence must reach the Board not later than February 5, 1968.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

Import control

THE BOARD OF TRADE has received Notice to Singapore Traders No. 52 of 1967, which states that the importation of rolled oats for use as animal feed from any country must be covered by special import licences approved by the Imports and Exports Control and Registration Department. This commodity is now subject to quantitative restrictions, and half the annual quota on the basis of 1 per cent of 1966 imports will be issued for the period December 27, 1967, to June 30, 1968.

A notification published in the Singapore Government *Gazette* of December 27, 1967, amends the First Schedule to the Prohibition of Imports (General Licence) Notification, 1965, by placing the above mentioned goods on a specified import licensing basis.

SOUTH KOREA

Control of foreign loans and credits

THE SOUTH KOREAN Deputy Prime Minister and Head of the Economic Planning Board, Mr. Park Chong-koon, announced on December 3 new rules for the control of foreign loans and credits which became effective on December 1. An unofficial translation of the rules has been received by the Board, from whom details may be obtained. Any inquiries arising from this notice should be addressed to Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2252).

AUSTRALIA

Special Advisory Authority inquiry

THE AUSTRALIAN Minister for Trade and Industry has referred to the Special Advisory Authority for inquiry and report the question whether it is necessary that urgent protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both), be taken in respect of the following goods: **sand boots and shoes** (tariff item 64.02.2).

Details of the tariff item under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	General	Preferential
64.02	Footwear with outer soles of leather or composition leather; footwear (other than footwear falling within item 64.01) with outer soles of rubber or artificial plastic material:		
64.02.2	Sand boots and shoes:		
64.02.210	In sizes exceeding size 1 in the second series of footwear sizes or the equivalent	12½% and $0·55 per pair	$0·55 per pair
64.02.290	Other	12½% and $0·35 per pair	$0·35 per pair

The Special Advisory Authority is required to report by **January 27.**

In the short time available for investigation United Kingdom interests wishing to make their views known to the Special Advisory Authority will no doubt get in touch with their Australian agents or with the London office of the Australian British Trade Association, 42 Leicester Square, London, W.C.2 (Tel. 01-930 5072).

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1-19 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319 or 2318), quoting reference No. CRE 2525/67.

(*Continued on next page*)

EXPORT HANDBOOKS

The Board of Trade has issued three Export Handbooks – 'Services for British Exporters', 'ECGD Credit Insurance and Financial Support Services' and 'Organization for Overseas Marketing' Together they contain 200 pages of information that every exporter should have. To get as many free copies of these three Handbooks as you require for day to day use by your export staff, write now to Information Division, United Kingdom Publicity Section (551), *Board of Trade, 1 Victoria Street, London, S.W.1.*

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AUSTRALIA, *continued*

Tariff changes (1)

DETAILS ARE GIVEN below of the changes made in the Australian Customs Tariff by Customs Tariff Proposals which came into effect on January 1, 1968. Deletions from and additions to the Customs Tariff are shown by square brackets and italics respectively. These tariff changes represent the first stage in the implementation of the concessions made by Australia in the Kennedy Round of GATT trade negotiations. The second stage will be brought into operation on January 1, 1969.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
16.05	Crustaceans and molluscs, prepared or preserved:				
16.05.9	Other:				
16.05.91	Packed in air-tight cans, bottles, jars or similar containers:				
16.05.911	Crustaceans	$0·025 per lb.	Free	$0·02 per lb.	Free
16.05.912	Molluscs	$0·017 per lb.	Free	$0·013 per lb.	Free
25.23	Portland cement, ciment fondu, slag cement, supersulphate cement and similar hydraulic cements, whether or not coloured or in the form of clinker:				
25.23.100	Portland cement	$2·75 per ton	Free	$2·75 per ton	$0·55 per ton
28.20	Aluminium oxide and hydroxide; artificial corundum:				
28.20.900	Other	7½%	Free	6%	Free
28.25.000	Titanium oxides	25%	15%	25%	17%
38.11	Disinfectants, insecticides, fungicides, weed-killers, anti-sprouting products, rat poisons and similar products, put up in forms or packs for sale by retail or as preparations or as articles (including sulphur-treated bands, wicks and candles, and flypapers):				
38.11.1	Mosquito spirals and coils; flypapers:				
38.11.110	Mosquito spirals and coils	7½%	Free	6%	Free
39.01	Condensation, polycondensation and polyaddition products, whether or not modified or polymerized, and whether or not linear (including phenoplasts, aminoplasts, alkyds, polyallyl esters and other unsaturated polyesters, silicones):				
39.01.3	Plates, sheets, strip, film, roll film and foil, whether or not printed or otherwise surface-worked but not cut to shape or otherwise worked, and articles of rectangular shape cut therefrom but not further worked:				
39.01.320	Laminated rigid sheets and strip of a kind commonly used for wall panelling	45% Primage 10%	20% Primage 5%	53%	24%
39.02	Polymerization and copolymerization products (including polyethylene, polytetrahaloethylenes, polyisobutylene, polystyrene, polyvinyl chloride, polyvinyl acetate, polyvinyl chloroacetate and other polyvinyl derivatives, polyacrylic and polymethacrylic derivatives, coumarone-indene resins):				
39.02.3	Monofil, tubes, rods, sticks and profile shapes, whether or not surface-worked but not otherwise worked:				
39.02.39	Other:				
39.02.394	Of the vinylidene type, not being goods falling within sub-paragraph 39.02.393; of the vinyl type	40%	25%	40%	28%
39.03	Regenerated cellulose; cellulose nitrate, cellulose acetate and other cellulose esters, cellulose ethers and other chemical derivatives of cellulose, plasticized or not; vulcanized fibre:				
39.03.3	Plates, sheets, strip, film, roll film and foil, whether or not printed or otherwise surface-worked but not cut to shape or otherwise worked, and articles of rectangular shape cut therefrom but not further worked:				
39.03.340	Laminated rigid sheets and strip of a kind commonly used for wall panelling	45% Primage 10%	20% Primage 5%	53%	24%
40.10	Transmission, conveyor or elevator belts or belting, of vulcanized rubber:				
40.10.9	Other:				
40.10.910	Conveyor or elevator belting, not being wholly of vulcanized rubber	45%	35%	45%	37%
41.02	Bovine cattle leather (including buffalo leather) and equine leather, other than leather falling within item 41.06, 41.07 or 41.08:				
41.02.900	Other	22½%	10%	22½%	12½%
44.27	Standard lamps, table lamps and other lighting fittings, of wood; articles of furniture, of wood, not falling within an item in Chapter 94; caskets, cigarette boxes, trays, fruit bowls, ornaments and other fancy articles, of wood; cases for cutlery, for drawing instruments or for violins and similar receptacles, of wood; articles of wood for personal use or adornment, of a kind normally carried in the pocket, in the handbag or on the person; parts of the foregoing articles, of wood:				
	New sub-item				
44.27.4	*Goods that are entered for home consumption on or before December 31, 1971, as follows:* *Standard lamps;* *table lamps:*				
44.27.490	*Other*	45% Primage 10%	27½% Primage 5%	53%	31½%
		Standard lamps and table lamps only (Under former item 44.27.900)			
44.27.900	[Other]	45% Primage 10%	27½% Primage 5%	53% (Under new item 44.27.490) 45% (Under new item 44.27.900)	31½% 27½%
44.27.900	*Other*	Standard lamps and table lamps only No change (Under former item 44.27.900)		45%	27½%
48.18	Registers, exercise books, note books, memorandum blocks, order books, receipt books, diaries, blotting-pads, binders (whether loose-leaf or other), file covers and other stationery of paper or paperboard; sample and other albums and book covers, of paper or paperboard:				
48.18.9	Other:				
48.18.990	Other	45% Primage 5%	22½%	40%	22½%
51.04	Woven fabrics of continuous man-made fibres, including woven fabrics of monofil or strip falling within item 51.01 or 51.02:				
51.04.9	Other:				
51.04.910	As prescribed by by-law	$0·021 per sq. yd., or, if lower, 7½%	Free	$1·016 per sq. yd., or, if lower, 6%	Free
53.07.000	Yarn of combed sheep's or lambs' wool (that is to say, worsted yarn), not put up for retail sale	17½% and $0·083 per lb.	10% and $0·033 per lb.	17½% and $0·093 per lb.	11½% and $0·043 per lb.
55.05	Cotton yarn, not put up for retail sale:				
55.05.9	Other:				
55.05.92	Multiple or cabled yarn:				
55.05.921	Mercerized	20%	Free	20%	4%
55.05.929	Other	37½% and an amount per pound equal to the amount if any, by which the f.o.b. price per pound is less than $0·58	25%	37½% and an amount per pound equal to the amount, if any, by which the f.o.b. price per pound is less than $0·58	27½%

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
55.07.000	Cotton gauze	2½%	Free	2%	Free
55.09	Other woven fabrics of cotton:				
55.09.3	Fabrics weighing less than 6 ounces per square yard, not being fabrics falling within sub-item 55.09.1 or 55.09.2:				
55.09.32	Fabrics weighing not less than 3·5 ounces per square yard, of a kind suitable for use as bed sheeting, pillow casing or bolster casing or for use in the making up of bed sheets, pillow cases or bolster cases, not being fabrics that are printed, have a raised nap, or fall within paragraph 55.09.31:				
55.09.321	As prescribed by by-law	2½%	Free	2%	Free
55.09.390	Other	2½%	Free	2%	Free
55.09.4	Fabrics weighing not less than 6 ounces per square yard and not more than 15 ounces per square yard, not being fabrics falling within sub-item 55.09.1 or 55.09.2:				
55.09.42	Fabrics, other than of twill leaves, being fabrics weighing less than 7 ounces per square yard:				
55.09.421	Bleached or mercerized fabrics, whether or not dyed or printed, not being laminated or multi-plied fabrics; unbleached unmercerized fabrics not having a raised nap	55%	52½%	55%	53%
56.05	Yarn of man-made fibres (whether discontinuous or waste), not put up for retail sale:				
56.05.9	Other:				
56.05.910	Containing not less than 20% by weight of wool	17½% and $0·083 per lb.	10% and $0·033 per lb.	17½% and $0·083 per lb.	11½% and $0·043 per lb.
56.05.930	Wholly of, or of which not less than 50% by weight of the man-made fibres are: (a) acrylic fibres; (b) a mixture of acrylic and acetate fibres in which the weight of the acetate fibres does not predominate over the weight of the acrylic fibres; (c) a mixture of acrylic and viscose fibres in which the weight of the viscose fibres does not predominate over the weight of the acrylic fibres; or (d) a mixture of acrylic acetate and viscose fibres in which the aggregate weight of the acetate and viscose fibres does not predominate over the weight of the acrylic fibres, not being goods falling within paragraph 56.05.91.	40%	30%	40%	32%
56.07	Woven fabrics of man-made fibres (whether discontinuous or waste):				
56.07.9	Other:				
56.07.910	As prescribed by by-law	$0·021 per sq. yd., or, if lower, 7½%	Free	$0·016 per sq. yd., or, if lower, 6%	Free
58.05	Narrow woven fabrics, and narrow fabrics consisting of warp without weft assembled by means of an adhesive, other than goods falling within item 58-06:				
58.05.3	Narrow woven fabrics, not falling within sub-item 58.05.1 or 58.05.2:				
58.05.39	Other:				
58.05.399	Other	50% and $0·017 per doz. yds.	32½% and $0·017 per doz. yds.	50% and $0·017 per doz. yds.	36% and $0·017 per doz. yds.
59.04	Twine, cordage, ropes and cables, plaited or not:				
59.04.9	Other:				
59.04.990	Of other materials	45% Primage 5%	17½%	49%	17½%
59.13	Elastic fabrics and trimmings (other than knitted or crocheted goods) consisting of textile materials combined with rubber threads:				
59.13.100	Having a width or diameter not exceeding 2 inches	35%	17½%	35%	21%
60.01.3	Other net fabrics and fabrics resembling lace, not containing wool or containing less than 20% by weight of wool:				
60.01.310	Wholly or partly of man-made fibres	$0·033 per sq. yd.	$0·012 per sq. yd.	$0·033 per sq. yd.	$0·016 per sq. yd.
60.05	Outer garments and other articles, knitted or crocheted, not elastic or rubberized:				
60.05.1	Articles of apparel:				
60.05.190	Other	52½% Primage 5%	22½%	56½%	22½%
61.06.000	Shawls, scarves, mufflers, mantillas, veils and the like	52½% Primage 5%	22½%	56½%	22½%
67.02.000	Artificial flowers, foliage or fruit and parts therefor; goods made of artificial flowers, foliage or fruit	7½%	Free	6%	Free
69.07	Unglazed setts, flags and paving, hearth and wall tiles:				
69.07.100	In sizes of less than 5 inches by 2 inches or its equivalent	7½%	Free	6%	Free
69.08	Glazed setts, flags and paving, hearth and wall tiles:				
69.08.100	In sizes of less than 5 inches by 2 inches or its equivalent	7½%	Free	6%	Free
69.08.900	Other	35%	25%	35%	27%
69.13	Statuettes and other ornaments, and articles of personal adornment; articles of furniture:				
69.13.100	Monumental and other statuary figures; figures of a kind ordinarily used as ornaments in the household	32½% Primage 10%	12½% Primage 5%	40½%	16½%
70.20	Glass fibre (including wool), yarns, fabrics, and goods made therefrom:				
70.20.1	Glass fibre (including wool), in bulk, webs or similar forms; sliver; rovings; chopped strand; chopped strand mat:				
70.20.110	Sliver; rovings; chopped strand; chopped strand mat	30% or, if higher, $0·12 per lb.	20% or, if higher, $0·12 per lb. less 10%	30% or, if higher, $0·12 per lb.	22% or, if higher, $0·12 per lb. less 8%
71.01	Pearls, unworked or worked, being pearls not mounted, set or strung or being ungraded pearls temporarily strung for convenience of transport:				
71.01.100	Cultured pearls	17½% Primage 10%	Free Primage 10%	25½%	8%
73.04.000	Shot and angular grit, of iron or steel, whether or not graded; wire pellets of iron or steel	12½%	Free	11½%	Free
73.08.000	Iron or steel coils for re-rolling	$6·50 per ton Primage 5%	$2·40 per ton Primage 5%	$6·50 per ton, and 4%	$2·40 per ton, and 4%
73.10	Bars and rods (including wire rod), of iron or steel, hot-rolled, forged, extruded, cold-formed or cold-finished (including precision-made), hollow mining drill steel:				
73.10.100	Wire rod in coils	$8 per ton Primage 10%	$3·30 per ton Primage 5%	$8 per ton, and 8%	$3·30 per ton, and 4%
73.10.9	Other:				
73.10.910	Not worked, or decorated but not further worked	$10 per ton	$5 per ton	$10 per ton	$6 per ton
73.11	Angles, shapes and sections, of iron or steel, hot-rolled, forged, extruded, cold-formed or cold-finished; sheet piling of iron or steel, whether or not drilled, punched or made from assembled elements:				
73.11.1	Angles and tees:				
73.11.110	Not worked, or decorated but not further worked	$10 per ton	$5 per ton	$10 per ton	$6 per ton
73.11.9	Other:				
73.11.910	Not worked, or decorated but not further worked	$9 per ton	$5 per ton	$9 per ton	$5·80 per ton
73.12	Hoop and strip, of iron or steel, hot-rolled or cold-rolled:				
73.12.1	Not worked, or decorated but not further worked:				
73.12.110	As prescribed by by-law	$7 per ton	Free	$5·60 per ton	Free
73.13	Sheets and plates, of iron or steel, hot-rolled or cold-rolled:				
73.13.100	Unworked or simply polished, whether or not cut to non-rectangular shape	$7 per ton, and 12½% Primage 5%	$4·80 per ton	$7 per ton, and 16½%	$4·80 per ton

(Continued on next page)

AUSTRALIA, *continued*

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
73.14	Iron or steel wire, whether or not coated, but not insulated:				
73.14.100	[Having no cross-sectional dimension of 0·072 inch or less	5% and $12 per ton Primage 10% other than wire having a cross-sectional dimension of 0·16 inch or less	5% Primage 5% other than wire having a cross-sectional dimension of 0·16 inch or less	No change (Under new item 73.14.900) 13% and $12 per ton (Under new item 73.14.200)	9%
73.14.900	Other]	25%	10%	No change (Under new item 73.14.900) 25%	10%
73.14.100	*Having a cross-sectional dimension of 0·072 inch or less*	No change (Under former item 73.14.900)			
73.14.200	*Having no cross-sectional dimension of 0·16 inch or smaller*	5% and $12 per ton Primage 10% (Under former item 73.14.100)	5% Primage 5%	13% and $12 per ton	9%
73.14.900	*Other*	No change (Under former item 73.14.100)		5% and $12 per ton	5%
73.16	Railway and tramway track construction material of iron or steel, being rails, check-rails, switch blades, crossings (or frogs), crossing pieces, point rods, rack rails, sleepers, fish-plates, chairs, chair wedges, sole plates (that is to say, base plates), rail clips, bedplates, ties or other material specially designed for joining or fixing rails:				
73.16.200	Point rods, fish-plates and ties	$12·50 per ton Primage 10%	$3·60 per ton Primage 5%	$12·50 per ton, and 8%	$3·60 per ton, and 4%
73.16.300	Switch blades, crossings (or frogs) and crossing pieces	52½% Primage 10%	30% Primage 5%	60½%	34%
73.20	Tube and pipe fittings (including joints, elbows, unions and flanges), of iron or steel:				
73.20.100	Forged steel flanges	40%	25%	40%	28%
73.20.200	Malleable cast iron fittings	$0·15 per lb.	$0·15 per lb., less 15%	$0·15 per lb.	$0·15 per lb., less 12%
73.25	Stranded wire, cables, cordage, ropes, plaited bands, slings and the like, of iron or steel wire, but excluding insulated electric cables:				
73.25.900	Other	42½%	17½%	42½%	22½%
73.31	Nails, tacks, staples, hook-nails, corrugated nails, spiked cramps, studs, spikes and drawing pins, of iron or steel, whether or not with heads of other materials, but not including those with heads of copper:				
73.31.1	Spikes:				
73.31.110	Dogspikes and deckspikes	47½% Primage 10%	30% less $0·003 per lb. Primage 5%	55½%	34% less $0·003 per lb.
82.09	Knives (including pruning knives) with cutting blades, whether serrated or not, other than knives falling within item 82.06:				
82.09.2	Knives of a kind used at the table or in kitchens, but not including fruit peeling knives; butchers' and slaughtermen's knives:				
82.09.290	Other	37½%	27½%	37½%	29½%
83.09	Clasps, frames with clasps for handbags and the like, buckles, buckle-clasps, hooks, eyes, eyelets and the like, of base metal, of a kind commonly used for clothing, travel goods, handbags, or other textile or leather goods; tubular rivets and bifurcated rivets, of base metal:				
83.09.9	Other:				
83.09.99	Other:				
83.09.991	Buckles and buckle-clasps, and the like	27½%	17½%	27½%	19½%
84.31	Machinery for making or finishing cellulosic pulp, paper or paperboard:				
84.31.400	Corrugating machinery, single-face, for making single-faced corrugated paper or paperboard in rolls; facing machinery, combination single and double, for making single-faced corrugated paper in rolls or double-faced corrugated board in sheets	12½%	Free	11½%	Free
84.41	Sewing machines; furniture of a kind used solely or principally with sewing machines; sewing machine needles:				
84.41.300	Sewing machine heads	7½%	Free	6%	Free
84.41.900	Other	7½%	Free	6%	Free
84.45	Machine-tools for working metal or metallic carbides, not being machines falling within item 84.49 or 84.50:				
84.45.1	Boring machines; reaming machines; drilling machines; milling machines; hobbing machines:				
84.45.14	Milling machines:				
84.45.149	Other	7½%	Free	6%	Free
84.52	Calculating machines; accounting machines, cash registers, postage-franking machines, ticket-issuing machines and similar machines, incorporating a calculating device:				
84.52.200	Cash registers	10%	Free	9½%	Free
85.01	Electrical goods as follows: generators, motors, converters (whether rotary or static), transformers, rectifiers (including metal tank mercury arc rectifiers) and rectifying apparatus, inductors:				
85.01.2	Direct current or universal motors:				
85.01.29	Other:				
85.01.299	Other	7½%	Free	7½%	1½%
85.01.4	Static transformers:				
85.01.49	Other:				
85.01.492	Rated for use at nominal system voltages less than 66,000 and having a kVA rating not exceeding 16,750; rated for use at nominal system voltages not less than 66,000 and not exceeding 75,000 and having a kVA rating not exceeding 1,375.	37½%	22½%	37½%	25½%
85.03	Primary cells and primary batteries:				
85.03.100	Dry cells, including those grouped in batteries	37½% or, if higher, $0·044 per lb. Primage 5%	17½% or, if higher, $0·017 per lb.	41½% or, if higher, $0·044 per lb. and 4%	17½% or, if higher, $0·017 per lb.
85.06	Electro-mechanical domestic appliances with self-contained electric motor:				
85.06.100	Fans	57½% Primage 10%	10% Primage 5%	65½%	14%
85.09	Electrical lighting and signalling equipment and electrical windscreen wipers, defrosters and demisters, for cycles or motor vehicles:				
85.09.3	Lighting sets that consist basically of dynamo and headlamp and are of a kind used solely or principally with cycles:				
85.09.310	Of a kind used solely or principally with bicycles not having motors	7½%	Free	6%	Free
85.09.9	Other:				
85.09.99	Other:				
85.09.999	Other	37½%	27½%	37½%	29½%
85.13	Electrical line telephonic and telegraphic apparatus (including such apparatus for carrier-current line systems):				
85.13.1	Telephones:				
85.13.110	Handset telephones	37½% Primage 5%	12½%	41½%	12½%

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
85.13.190	Other	17½% Primage 10%	Free Primage 10%	25½%	8%
85.14	Microphones and stands therefor; loudspeakers; audio-frequency electric amplifiers:				
85.14.2	Loudspeakers not falling within sub-item 85.14.1; parts for loudspeakers:				
85.14.290	Other	45% or, if higher, $1 each	27½% or, if higher, $0·75 each	45% or, if higher, $1 each	31% or, if higher, $0·80 each
85.16	Electric traffic control equipment for railways, roads or inland waterways and equipment used for similar purposes in port installations or upon airfields:				
85.16.100	Track control equipment	55%	27½%	53%	27½%
85.23	Insulated (including enamelled or anodized) electric wire, cable, bars, strip and the like including co-axial cable), whether or not fitted with connectors:				
85.23.100	Motor vehicle wiring harness	37½%	27½%	37½%	29½%
85.23.9	Other:				
85.23.93	Telegraph and telephone cables, paper insulated, lead covered:				
85.23.931	Having an additional protective covering outside the lead covering	32½%	17½%	32½%	20½%
85.23.99	Other:				
85.23.991	Designed for working pressures exceeding 33,000 volts; heating cable; compensation or extension leads for thermocouples	7½%	Free	6%	Free
85.23.999	Other	22½%	10%	22½%	12½%
85.25	Insulators of any material:				
85.25.900	Of other materials	50% Primage 10%	17½% Primage 5%	58%	21½%
86.07.000	[Railway and tramway goods vans, goods wagons and trucks]	47½%	22½%	6% (Under new item 86.07.100)	Free
86.07	*Railway and tramway goods vans, goods wagons and trucks:*			No change (Under new item 86.07.900)	
86.07.100	*As prescribed by by-law*	47½% (Under former item 86.07.000)	22½% Free	6%	Free
86.07.900	*Other*	7½% (Under item 19) No change (Under former item 86.07.000)		47½%	22½%
86.09	Parts for railway and tramway locomotives and rolling-stock:				
86.09.100	Wheels and axles, combined or separate, and parts therefor	45%	22½%	45%	27%
87.09	Motor-cycles, auto-cycles and cycles fitted with an auxiliary motor, with or without sidecars; sidecars of all kinds:				
87.09.1	Motor bicycles:				
87.09.190	Other	In respect of the pneumatic tyres and tubes – 20% or, if higher, $0·10 per lb. 7½% $0·05 per lb. In respect of the remainder of the goods 7½% Free		In respect of the pneumatic tyres and tubes – 20% or, if higher, $0·10 per lb. 7½% $0·05 per lb. In respect of the remainder of the goods 6% Free	
90.01	Lenses, prisms, mirrors and other optical elements, of any material, unmounted, other than such elements of glass not optically worked; sheets or plates, of polarizing material:				
90.01.1	Glass lenses:				
90.01.190	Other	7½% Primage 10%	Free Primage 5%	15½%	4%
90.02	Lenses, prisms, mirrors and other optical elements, of any material, mounted, being parts or fittings for instruments or apparatus, other than such elements of glass not optically worked:				
90.02.300	Lenses of a kind suitable for use in cameras, image projectors, slide viewers, photographic enlargers or reducers; colour filters	17½%	Free	15½%	Free
90.05.000	Refracting telescopes (both monocular and binocular), prismatic or not	10%	Free	9½%	Free
90.11.000	Microscopes and diffraction apparatus, electron and proton	7½%	Free	6%	Free
90.13	Optical appliances and instruments (including searchlights and spotlights but not other lighting appliances) not falling within any other item in this Chapter:				
90.13.100	Magnifying and reading glasses	17½%	Free	15½%	Free
90.13.2	Telescopes:				
90.13.210	Sights for weapons	7½%	Free	6%	Free
92.01	Pianos (including automatic pianos, whether or not with keyboards); harpsichords and other keyboard stringed instruments; harps but not including aeolian harps:				
92.01.100	[Pianos]	$54·50 each, or, if higher, 45% Primage 10%, other than grand pianos and pianos not being automatic pianos	$10 each, or, if higher, 17½% Primage 5%, other than grand pianos and pianos not being automatic pianos	$54·50 each, or, if higher, 44% (Under new item 92.01.100) $54·50 each, and 8%; or, if higher, 52% (Under new item 92.01.200)	$10 each, or, if higher, 17½% $10 each, and 4%; or, if higher, 21½%
92.01.100	*Pianos*	$54·50 each, or, if higher, 45% (Under former item 92.01.100)	$10 each, or, if higher, 17½%	$54·50 each, or, if higher, 44%	$10 each, or, if higher, 17½%
92.01.200	*Automatic upright pianos that are entered for home consumption on or before December 31, 1971*	$54·50 each, or, if higher, 45% Primage 10% (Under former item 92.01.100)	$10 each, or, if higher, 17½% Primage 5%	$54·50 each, and 8%; or, if higher, 52%	$10 each, and 4%; or, if higher, 21½%
97.07	Fish-hooks, line fishing rods and tackle; fish landing nets and butterfly nets; decoy birds, lark mirrors and similar hunting or shooting requisites:				
97.07.900	Other	55% Primage 5%	17½%	59%	17½%
98.03	Fountain pens, stylograph pens and pencils (including ball point pens and pencils) and other pens, pen-holders, pencil-holders and similar holders, propelling pencils and sliding pencils; parts and fittings therefor not falling within item 98.04 or 98.05:				
98.03.5	Other pens and pencils:				
98.03.59	Other:				
98.03.599	Other	12½% Primage 10%	Free Primage 10%	20½%	8%

AUSTRALIA, *continued on next page*

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letter-press blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be 'action' photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

AUSTRALIA, *continued*

Tariff changes (2)

CHANGES HAVE been made in the Australian Customs Tariff affecting the rates of duty payable on (a) sound recorders and reproducers, (b) gramophone records and (c) magnetic tape.

Full details of these changes will be published in the *Board of Trade Journal* as soon as possible. In the meantime details of the tariff changes may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468), as soon as these are received.

UNITED STATES

Federal Motor Vehicle Safety Standards: chassis cabs

NOTICE WAS GIVEN in the *Board of Trade Journal* of February 15, 1967 of the United States Federal Highway Administration's proposals to amend part 255 of the Initial Motor Vehicle Safety Standards by adding a definition of 'incomplete' motor vehicles and specifying labelling requirements for these vehicles.

After considering all the comments received on the proposals, the Federal Highway Administration has now decided to make some modifications and issue a regulation with regard to chassis cabs. The Federal Highway Administration believe it is inappropriate to consider bare chassis and similar assemblages motor vehicles – until they reach the chassis cab stage at which point they are capable of meeting standards appropriate to their end use. Accordingly the amendment defines a chassis cab as a vehicle and imposes the obligation of conforming to all standards applicable to its principle end use upon the manufacturer of the chassis cabs with a limited exception for the lighting standard. This regulation, which applies to all chassis cabs manufactured on or after January 1, 1968 came into effect on December 29, 1967.

In addition, the Federal Highway Administration has issued an interpretation describing the responsibility under the National Traffic and Motor Vehicles Safety Act of 1966 of persons who combine bodies or other structures with chassis cabs and sell the same.

Inquiries regarding this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3365).

Control of air pollution from motor vehicles

THE *Board of Trade Journal* of April 5, 1966 gave notice of the United States Department of Health Education and Welfare's regulation providing for the control of air pollution from motor vehicles. Further notices on February 17 and July 28, 1967 referred to proposals to establish standards for fuel evaporative emissions from the fuel systems of gasoline powered new motor vehicles and new motor vehicle engines beginning with the 1969 model year.

After consideration of all the comments received, substantial changes were made to the test procedures which have been incorporated in the latest proposals issued by the HEW to further amend the regulations as follows:

(a) Establish revised exhaust emission standards for new gasoline powered motor vehicle and motor vehicle engines in the passenger car and light duty vehicle classes.
(b) Establish standards for fuel evaporative emissions for new gasoline powered motor vehicles and motor vehicle engines in the passenger car and light duty vehicle classes.
(c) Establish exhaust emission standards for new gasoline powered heavy duty motor vehicles and engines.
(d) Establish exhaust smoke emission standards for new diesel powered heavy duty motor vehicles and engines.

These proposals will be applicable to all new motor vehicles and new motor vehicle engines beginning with the 1970 model year. These proposals will not affect the applicability of the current regulations to 1968 and 1969 model year vehicles and engines.

Interested persons are invited to submit written data views or arguments (in quadruplicate) on these proposals to the Secretary of Health, Education and Welfare, Washington DC 20201, not later than February 3, 1968.

Copies of the new proposals may be obtained from the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3365).

BRITISH TRADE MAGAZINE IN JAPAN

HM Embassy in Tokyo publish a quarterly magazine, in Japanese, entitled British Trade and Industry, *which carries articles and news items about commercial, industrial and technological developments in Britain. Copies are distributed to almost 3,000 leading Japanese industrialists and importers.*

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Mr. Gerald Wakeham (left) and Snr. Osvaldo Cuenya, visitors to Rentokil Laboratories from the Argentine. Snr. Cuenya is an executive vice-president of Grivelli, Cuenya y Goicoa to whom Rentokil have licensed their electro-osmotic damp proofing system.

UNITED STATES, *continued*

Labelling of some aerosol spray products

THE UNITED STATES Federal Trade Commission is gravely concerned by recent reports in the press of deaths caused by the inhaling of aerosol spray products sold for the purpose of frosting cocktail glasses.

The Commission has sent letters to domestic manufacturers of these products, requesting them to include on their labels the following warning in bold and conspicuous type:

Warning: Do not inhale, use only as directed: Death may result from inhaling this product.

The Federal Trade Commission has instructed its staff to immediately initiate a trade regulation rule to deal promptly and effectively with this problem.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

CHILE

Consular certificates

HM EMBASSY, Santiago, report that Decree No. 6 of the Ministry of Foreign Affairs which provided for the reintroduction of consular certificates for imports with effect from January 1, 1968 (see the *Journal* of October 20, 1967, page 1013) is suspended during 1968.

HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of certain British products in overseas countries are available to exporters from the Export Services Branch of the Board of Trade.

These lists, which are mainly of a non-technical nature, enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman overseas.

Inquiries for these lists of overseas importers, giving the type of goods involved and the countries to be covered, should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).

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Replies to Box Numbers should be addressed to: Box No.—Board of Trade Journal, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.

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Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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United States consular offices in the UK	17 June 1966

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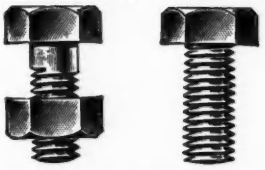

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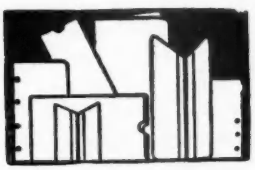

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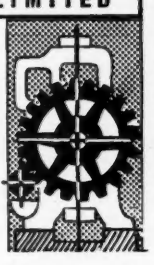

'No lack of orders here. We're exporting to 112 different countries.'

The man speaking is Jon G, export manager of an East Midlands company that makes construction equipment. Proving his point is a factory going flat out, making graders, dump trucks, rollers and tractor shovels that will bring home many millions this year.

Interviewer: You're not affected too badly by the ups and downs on the domestic market?

Jon G: Let's say we're well-cushioned against them. Our exports are always well over 65% of total output. Some years they run much higher.

And you have ECGD cover for 112 countries?

Jon G: That's the score as of today. But we are always opening up new markets and we couldn't do this without cover. We appoint a distributor in a new territory, then it's over to ECGD. They indicate what a reasonable credit limit would be.

You finance a stocking-up operation for the new distributor, and ECGD cover you against loss?

Jon G: This is right. It would be far too difficult and time-consuming for us to check accurately the credit-rating of distributors we appoint. Mind you, we do what we can – we don't put up any dicey deals to ECGD.

On your turnover, you must have really felt the benefit of lower ECGD premiums?

Jon G: There's been quite a dramatic drop, especially if you compare the premiums over 17 years, as we can. Being able to get 100% guaranteed finance now is also very good. Of course we have the odd haggle with ECGD, but generally we're very satisfied. I think the services ECGD offer are ahead now of other countries'.

Is your export graph rising?

Jon G: Up 29% in three years and still climbing. You can almost watch it going up from where we are standing now.

Exports keep plants profitably humming. Over 9,000 exporting companies are insured by ECGD, the Government Department which secures exporters against overseas loss through default, insolvency, transfer and other risks. The interview above is authentic; only the photograph is fictitious. Find out more about how ECGD can help your company increase exports. 'Phone your local ECGD Manager today.

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